

THE

## NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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Some "Don'ts" in Ham Cooking

Offered by "The Observer"  
on page 29 of this issue

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1853 We Keep Faith with Those We Serve 1923

# THE NATIONAL PROVISIONER

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION  
PUBLISHED EVERY SATURDAY

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No. 2.

## *Making Sausage Makers—A Problem*

### **Apparent Shortage of Men Who Know How to Make Sausage or Conduct a Sausage Department Starts a Discussion as to the Cause of Such a Situation**

A small sausage manufacturer who has been able to build up something of a trade—confined to his own city, however—admitted to an acquaintance the other day that he never read a trade paper.

"We never even take 'em out of the wrapper," said he. "We have all the information we want. We don't have to read books or papers!"

Is this man typical of his trade? Or is he typical only of a generation that is passing?

It may be said right here that he is not a subscriber to THE NATIONAL PROVISIONER, and probably never saw the "Practical Points for the Trade" page, on which a vast amount of valuable sausage information has been published.

It is a fact that in the past sausage information has resided chiefly in the head of the sausage-maker, or in his well-thumbed memorandum book. And if he was merely an employee, when he quit his job he took his knowledge away with him, and his boss had to look for a new man with a new lot of formulas. That is, unless the boss was smart enough to be able to keep a record of his own.

#### **Today It Is Different.**

Conditions have changed. Sausage formulas are no longer secrets. Sausage practice has been more or less standardized.

But it must be admitted that while sausage formulas can be passed along in writing, the "knack" of making sausage cannot. This is an art, and must be cultivated.

There are no longer enough "born" sausage-makers to go around. Most good sausage-makers used to come from Ger-

many. That source of supply has dried up since the war.

Nowadays sausage-makers are not "born"; they have to be "made." And they can be made—under the right circumstances. But playing pinochle or going to the movies is not altogether the sort of learning that will "make" a good sausage-maker—or any other meat trade employee.

#### **What the Retailers Learned.**

Up in Milwaukee the butchers have been conducting a trade school to teach their young men how to cut and sell meat. They have learned that, if they do not bring up a new generation to understand the right way to run a meat shop, the breed of butchers soon will run out.

## **What's the Answer?**

After reading the discussion of the sausage situation which appears on this page, a well-known sausage manufacturer said that the moral of this story might be summed up about as follows:

1. Packinghouse executives and sausage manufacturers should make a personal study of the sausage business—through experiment, through study of their own conditions, and through reading in THE NATIONAL PROVISIONER of the experiences of others.

2. Formularize the sausage department rigidly—that is, adopt a standard set of formulas and see that they are adhered to.

3. Train foremen to do exactly what the executive wants done, and not something else.

4. Pay foremen so that they may be encouraged to maintain high standards, and not tempted to float about from job to job, or start in business for themselves.

Apparently something of the same sort is needed in the sausage business—that is, if the number of "WANTED—A Sausage Maker" advertisements that appear in THE NATIONAL PROVISIONER is any indication of the situation.

Sausage making is a profitable business when properly conducted. The number of sausage plants is steadily growing. Thus the demand for sausage-makers increases as the supply of "born" sausage-makers decreases. A shortage is the inevitable result.

#### **What's the Remedy?**

What is the remedy? To sit back and say—like the sausage-maker already referred to—"I don't need to be told anything. I know it all!" Or to be willing to learn all that can be learned about making sausage, and to be willing to teach it to others?

Out in the Far West there is a packer whose sausage is famous and who makes plenty of profit on it. His sausage foreman is a young man born and raised near the plant where he works. He was taught the art by his predecessor, an old German sausage-maker now retired. But he is not above learning something new, and he tries to keep posted.

And—whisper! his packer boss keeps posted too, and has been known himself to suggest a few sausage ideas that were turned into a nice profit!

#### **A Foreman Who Studies.**

Not a thousand miles from Chicago there is a sausage foreman who is enrolled in the Alexander Hamilton Institute and has taken a number of its courses. The Alexander Hamilton Institute doesn't

teach sausage-making, but it does teach business sense.

Not only can this foreman make good sausage, but he can and has made a lot of money for his employers in other ways through the knowledge he has acquired by reading and study. He was a "born" sausage-maker, but he didn't pretend to "know it all."

Another sausage-maker, who had acquired a reputation as an expert through study as well as through his native ability, made a good living putting "sick" sausage businesses on their feet by right methods and a rigid adherence to the motto "Quality First." Even after he had reached the point where he could afford to retire he was not content to stop studying.

### Learning About Sausage Costs

About a year ago the sausage manufacturers of Chicago appointed a committee to make a study of sausage costs. Very

costing them to make sausage. They were experts in the meat end, but hadn't bothered much with details of accounting.

The report of this committee—including a standard form for figuring costs—saved a lot of money for the members who put it to use. The report was generously given to THE NATIONAL PROVISIONER for publication, and thousands of requests for copies of it have come to THE NATIONAL PROVISIONER from all over the United States and Canada, and even from foreign countries.

This was a bit of education which the trade was not above accepting—and profiting by.

## Creating Sausage Demand-

A year and a half ago the sausage trade was "in the dumps." Demand was poor and both packers and sausage manufacturers felt the effects. Too much indifferent sausage—too much "cheap" sausage made to sell at a low price with the false hope of developing trade volume—had been put on the market, and the public wouldn't have it.

A sausage campaign was put on, starting in Chicago. With "Quality First" as the

motto, and education by advertisement, wagon poster, window card and recipe leaflet as the means, sausage consumption was largely increased inside of 90 days.

This was educating the consumer. But the packer and the sausage manufacturer got a little education in the process, by which they have since profited mightily.

The "Meat for Health Week" campaign, which recently swept the country, is one of the results of this lesson.

But there is still a lot to be learned about the sausage business from the inside. Little Mr. Local Sausage-maker, with his formulas in his pocket and his trade in his hand, may not think so. But the sausage manufacturer minus a foreman, or the packer with a poorly-organized sausage department, will not agree with him.

Sausage made right and sold right is the meat manufacturer's "best bet," and he knows it.

(EDITOR'S NOTE.—Discussion of this subject will be continued in an early issue of THE NATIONAL PROVISIONER, taking up some of the reasons for the shortage of sausage-makers at this time.)

## HOW THE NEWSPAPERS OF THE COUNTRY REPORTED "MEAT FOR HEALTH WEEK"

Above are a few of the headlines taken by THE NATIONAL PROVISIONER from newspapers all the way from the Atlantic to the Pacific.

## How "Meat for Health Week" Was Put Over

### What Two Cities Did to Tell the People of the Value of Meat—Some Stunts That Attracted Attention

Details concerning the manner in which the "Meat for Health" idea was put over in various parts of the country are more impressive even than the preliminary reports, for they show how effectively various factors in the livestock and meat industry co-operated in the nation-wide movement sponsored by the National Livestock and Meat Board, of which Mr. R. C. Pollock is managing director.

Milwaukee and San Francisco, both large consuming centers, are examples in point.

In San Francisco and California, according to reports received by the Institute of American Meat Packers from Mr. C. J. Hooper, chairman of the Twenty-fourth District, Committee on Trade Extension, not only did producers, packers and retailers of meat work together in a vigorous, whole-hearted way, but they obtained the co-operation of the railroads, the hotels, and the restaurants.

The result was that every Western railroad, all of the hotels, and many of the restaurants displayed posters, attached "Meat Is Wholesome" stickers to their menu cards, and in some cases even prepared special printed matter carrying an announcement of "Meat for Health Week." They also obtained the endorsement of the Chamber of Commerce and induced Mayor Ralph of San Francisco to issue a proclamation calling attention to "Meat for Health Week" and asking the public to support the movement.

#### San Francisco Publicity.

In addition to using the window posters and streamers, wagon posters, stickers and motion picture film issued by the National Livestock and Meat Board, the various interests in the San Francisco Bay District made extensive use of advertising and news publicity. Large advertisements on the healthfulness of meat, 3 columns wide by 10 inches deep, were published during "Meat for Health Week" in eight different newspapers. This advertising, which carried the signature of the Meat Council of Northern California, cost approximately \$2,000.

News statements were issued by R. M. Hagen, secretary of the California Cattlemen's Association; C. J. Hooper, chairman of the Twenty-fourth District Committee on Trade Extension of the Institute of American Meat Packers; and Ernest Schaeffle, manager of the Meat Council of Northern California. Extensive and frequent mention of meat was made in the household pages of several newspapers.

The Meat Council issued five thousand attractive posters calling attention to "Meat for Health Week." These posters were black, with bright red letters. A

black and white reproduction of this poster appears in this article.

#### Milwaukee Had Essay Contest.

In Milwaukee, according to reports received from Mr. Michael Cudahy, chairman of the Fourteenth District, Committee on Trade Extension, one of the novel features of "Meat for Health Week" was a "Meat for Health" essay contest held under the auspices of a Milwaukee newspaper. Prizes of \$20, \$15, and \$10 were offered for the best essays by school children.

More than one hundred Milwaukee and Wisconsin boys and girls participated in the contest. J. Potter, winner of the first prize, was thirteen years old. The second and third prize winners, Lenor Teschan and Marion LaCourt, both were fifteen years of age. The first prize-winning essay follows:

"I have recently read two books, Wallace's 'Labrador Trail' and DuChailly's 'Mombo,' which very forcibly bring out the widespread use of meat. One tells of the necessity of meat among travelers in high latitudes, the other proves the need of meat in equatorial Africa. Eskimos perish without meat. 'Gwamba,' as the Africans

call it, is a disease, always caused by the lack of meat.

"Meat contains vitamines which are necessary for normal growth and vitality. All nations have found that a liberal proportion of meat in the diet tends to make a physically and mentally well-balanced race."

#### A Cave Man Stunt.

Representatives of the Meat Council of Milwaukee, Messrs. Woods and Waller, put on a "stunt" which attracted much attention. They engaged a professional actor to make up as a pre-historic man, with shaggy mane and beard, bear skin, sandals and club, to parade the main thoroughfare of the city daily during "Meat for Health Week," carrying a sign on his back saying, "I eat meat." This cave man, whose picture is reproduced here, attracted widespread attention. Two of the leading newspapers of Milwaukee reproduced his picture in their columns with appropriate statements calling attention to "Meat for Health Week."

Milwaukee packers, wholesalers and accessory manufacturers advertised extensively. Six out of seven newspapers ran special pages calling attention to "Meat for Health Week." These consisted of an appropriate illustration surrounded by advertisements of the Meat Council and of individual firms. One page was based upon the essay contest previously mentioned. Another newspaper showed a series of illustrations bearing on the magnitude of the meat industry from producer to consumer. Other newspapers ran copy which brought out leading arguments in favor of meat and which were illustrated with appetizing meat dishes.

#### Southern California Active.

The following report from Mr. T. P. Breslin of Los Angeles, chairman of the Twenty-fifth District of the Committee on Trade Extension, regarding "Meat for Health Week" activities in southern California, was received this week:

"The 'Meat for Health Week' campaign went over big in this section. We had good support from everyone, and it was well advertised.

"All delivery wagons in this territory, as well as salesmen's cars, carried wagon streamers, and the shops were all decorated with posters and window streamers. We had a film made and exhibited in thirty-eight different first-class movie theaters in southern California. We also had a speech made from the radio station of the Los Angeles Union Stock Yards every day during the week.

"An amount of advertising was taken out in the Los Angeles Times, and for this we were given a whole section which was devoted to 'Meat for Health Week' and was headed 'Meat Section.' All the railroad companies of this city co-operated with us. They featured meat on their menus during the week on all dining cars and in their eating houses along the lines, and otherwise called attention to the 'Meat for Health Week' campaign.

(Continued on page 54.)



CAVE MAN STARTLES MILWAUKEE.

This "he man" who walked the streets of Milwaukee during "Meat for Health Week" carried a sign reading: "I EAT MEAT." This stunt was planned and carried out by Messrs. Waller and Woods of the Milwaukee Meat Council.

July 14, 1923.

## Best Gains in Hogs Before Seventh Month

It pays best to finish a hog before the end of the seventh month. There are two compelling reasons which, once understood, will convince farmers that future trade lies with the man who will produce "select" grade hogs because they best meet the dual demand of our export and domestic markets, according to the Industrial Development Council of Canadian Meat Packers. These reasons are:

1. The period of best gains to feed consumed is between the third and seventh month.

2. A well-fed hog, properly carried along, in the seventh month reaches the top weight limit for "Wiltshires" (210 lbs. at the abattoir).

A little study of the accompanying diagram, which is remarkably simple, will impress the facts. It has been compiled from the collected data of leading authorities, mostly Canadian, who have conducted long period experiments in hog feeding. It will be seen that pigs do not make rapid progress in live weight for the first two months, but during the third month the live weight rises rapidly.

In the fourth month it rises more rapidly, and during the fifth, sixth and seventh months it averages 50 lbs. each month. Following the seventh month it takes 60 days to add 50 lbs., and the next 50 lbs. is put on only in three months. As maturity is approached it takes the pig six months' time to put on an extra 50 lbs.

### Feed for Each Pound Gained.

As to feed consumed for each pound of gain, the right-hand lower part of the chart shows that during the fourth and fifth months the pig eats about four pounds per feed per day, on the basis of dry feed or grains. That means that a pig eating four pounds of feed a day for thirty days, will require 120 feed-pounds for 50 lbs. live weight gain. If the cost be taken at the nominal rate of one cent per pound it is plain that the pig is making pork at a cost of 2.4 cents a pound.

Between the ninth and twelfth months

when it takes 90 days to add 50 pounds live weight, a hog eats more than seven pounds of food daily. In the assumed conditions it would need 630 pounds of feed to put on those 50 pounds in live weight, or 12.6 pounds of feed for every pound of gain made; in other words the pork would cost 12.6 cents per pound.

The reason that the gains are so expensive with the average hog after nine months of age is because he is approaching maturity. Under such conditions the pig requires more for absolute maintenance. From the bars indicating the amount of daily feed it will be noticed that after nine months the hog does not eat a greatly increasing quantity.

In general the more nearly maturity is approached after the sixth month the more expensive do gains become. Consequently the better selected the breeding stock is and the more careful the feeding is the earlier will be the age at which market hogs reach the desired weight of about 200 pounds for the export trade and the more economical will be the gain. The darker part of the curved line in the chart should be studied.

The table below, adapted from the standard work, "Feeds and Feeding," (Henry and Morrison) shows the relation of weight of pigs to feed consumed and rate of gain.

### RATE OF GAINS IN HOGS TO FEED TAKEN.

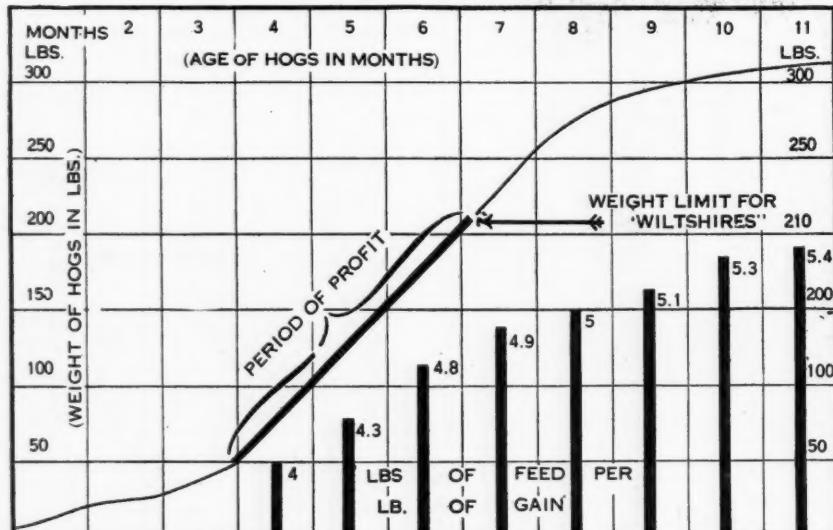
Weight of pigs. Lbs.	Av. Feed per day. Lbs.	Daily Feed per 100 lbs. Lbs.	Av. Grain per day. Lbs.	Feed for each lb. gain. Lbs.
15 to 50.	2.2	6.0	0.8	2.93
50 to 100.	2.4	4.3	0.8	4.00
100 to 150.	4.8	3.8	1.1	3.47
150 to 200.	5.9	3.5	1.2	4.82
200 to 250.	6.6	2.9	1.3	4.98
250 to 300.	7.4	2.7	1.5	5.11
300 to 350.	7.5	2.4	1.4	5.35

### INTERSTATE COMMERCE CASES.

Complaints made recently to the Interstate Commerce Commission and decisions rendered by the commission in cases of interest to meat packers are reported as follows:

#### Urge Unreasonable Rates on Meat and

## The "Golden Age" in Hog Production



**Packinghouse Products.**—Allied Packers, Inc., F. Schenk & Sons Co. vs. Baltimore & Ohio, Norfolk & Western, Wheeling Terminal Railway and Pennsylvania Railroads Companies, complains that prior to January 15, 1922, the freight charges for such transportation of fresh meats and packinghouse products were exacted at the carload rate applicable to each commodity and of the butter, eggs and cheese at the less than carload rate, the entire shipment being subject to a minimum charge predicated at 21,000 pounds at the fresh meat carload rate. Subsequent to January 14, 1922, the fresh meats and packinghouse products were charged the carload rate applicable to each commodity and subject to a minimum charge predicated on 21,000 pounds at the fresh meats carload rate, and the freight charges on the butter, eggs and cheese predicated at the less than carload rates, were in addition to the minimum charge on the fresh meats and packinghouse products.

It is stated that the business done by the complainants in Bluefield, West Virginia, is in direct competition with packinghouses and packers branches in Cleveland, Ohio, Cincinnati, Ohio, Indianapolis, Indiana, Columbus, Ohio, St. Louis, Missouri, East St. Louis, Illinois, and Chicago, Illinois; that complainants have heretofore paid and still are paying the rates charged by the defendants herein from Wheeling, West Virginia, to Bluefield, West Virginia, while packinghouses and packers branches located at the points above set forth, doing business in Bluefield, West Virginia, and handling the same class of product in Bluefield, West Virginia, and in direct competition with the complainants received and still receive comparatively lower rates than the complainants to the same point of destination in that they received and still do receive special commodity rates on fresh meats as published by the railroads from points north and west.

As a result of the lower rates received by packinghouses the complainants urge they have been subject to the payment of rates for the transportation of fresh meats, packinghouse products, butter, eggs and cheese, which were when exacted and still are unjust, unreasonable and unduly preferential, in violation of Sections 1 and 3 of the Interstate Commerce Act. Repreration is asked.

**Poultry, Egg & Butter Rates East.**—No. 12729. David Cole Creamery Company et al. vs. Director General, as Agent, Chicago, Burlington & Quincy Railroad Company, et al. 1. Eastbound class rates from Missouri River points, Kansas City, Mo., to Sioux City, Iowa, inclusive, to destinations east of Indiana-Illinois State line and south of Ohio River found unreasonable to extent that the proportionals from Missouri River points to Mississippi River crossings exceed the contemporaneously maintained westbound proportional class rates between same points, applicable on traffic originating east of the Indiana-Illinois State line.

2. Eastbound commodity rates on live and dressed poultry, butter, eggs, and frozen egg liquid, in carloads, between the origin and destination termini named above found unreasonable to extent that the proportionals between the same Missouri and Mississippi River points exceed the proportional third-class rate herein prescribed.

3. Reparation denied.

**Peanut and Cottonseed Oil Rates.**—No. 11117. Magnolia Provision Company vs. Director General, as Agent, Atlantic Coast Line Railroad Company, et al. Rates on peanut and cottonseed oil, in carloads, from points in the Southeastern States and in Arkansas and Louisiana to Houston, San Antonio, Dallas, and Sherman, Tex., found unreasonable. Reasonable rates for the future prescribed. Reparation awarded.

# The Plain Truth

Let's do away with fancy words and face the plain, naked truth.

What is needed most in the packinghouse?

It's "EDUCATION!"

Why?

**Because there are hundreds of the smaller packers today who operate plants without knowing exactly the yields and returns of a good many of their products.**

It is only the large plants which can have laboratories and testing and efficiency engineers. But the owner of the smaller packing plant can know just as much about the packing business—if he only wants to know it.

How? It's only by comparison—comparing his results with those obtained by operators in the more efficient plants.

Let's cite an example which will hit your pocket-book: **What is your shrinkage on hides?** Can you give the figures exactly? How do you know that you are not losing two, three or even five per cent on your shrinkage? What does it mean to you in dollars and cents if you lose only two per cent on your shrinkage?

Information like this is worth thousands of dollars to any packer, and it is only ONE good reason why "THE PACKERS' ENCYCLOPEDIA" should be on your desk.

We may all be smart, but no one knows it all, and the experience of many people in the business can always help us.

Better order your copy now before it is too late.



#### Chapter One:—CATTLE

Breeds of Cattle  
Market Classes and Grades of Cattle and Calves  
Dressing Percentages of Cattle  
Beef Slaughtering  
Beef Cooling  
Beef Grading  
Beef Loading  
Handling of Beef for Export  
Beef Cutting and Boning  
Plate Beef  
Meat Beef  
Curing Barreled Beef  
Manufacture of Dried Beef  
Handling Beef Offal  
Handling and Grading Beef Casings  
Handling Miscellaneous Meats  
Manufacture of Beef Extract  
Manufacture of Oleo Products  
Tallow  
Handling of Hides

#### Chapter Two:—HOGS

Breeds of Hogs  
Market Classes and Grades of Hogs  
Dressing Yields of Hogs  
Hog Killing Operations  
Hog Cooling  
Shipper Pigs  
Pork Cuts  
Curing Pork Cuts  
Smokehouse Operation  
Hog Rinsing and Cooking  
Lard Manufacture  
Hog Casings  
Edible Hog Offal or Miscellaneous Meats  
Preparation of Pig Feet

#### Chapter Three:—SMALL STOCK

Market Classes and Grades of Sheep and Lambs  
Sheep Killing  
Sheep Dressing  
Sheep Casings  
Casings from Calves and Yearlings

#### Chapter Four:—INEDIBLE BY-PRODUCTS

Inedible Tank House  
Blood and Tankage Yields  
Tankage Preparation  
Digester Tankage  
Tallow and Grease Refining  
Manufacture of Glue  
Bones, Horns and Hoofs  
Handling Hog Hair  
Catch Basins  
Cost and Return on By-Products

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Sausage Manufacture  
Meat Canning  
Animal Glands and Their  
Packinghouse Chemistry  
Packinghouse Refrigeration  
Packinghouse Cost Accounting  
Location of Packing Plants  
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Vegetable Oil Refining  
Compound Manufacture  
Winter Oil  
Hydrogenation of Oils and Fats  
Manufacture of Margarin

## The Packers' Encyclopedia

Price, \$12.00 Postpaid in U. S. Foreign, \$12.25

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**THE NATIONAL PROVISIONER**  
Old Colony Building

CHICAGO

July 14, 1923.

**MEAT TRADE AROUND THE WORLD.**

American exporting packers are losing trade to other countries which should be their own, is the opinion of A. C. Schueren, the well-known packinghouse trade expert, who has just returned to Chicago after a six-months' tour which took him clear around the globe.

Mr. Schueren cites the fact that Hawaii, an American possession, only 4 days by steamer from the Pacific Coast, gets its beef from Australia, 20 days away. This is only one illustration. He also calls attention to an opening for American canned corned beef in Germany at this time, which apparently has not been developed, although American meat products are selling well there.

**Taking America's Trade.**

"Being interested in the meat industry, I could not help noticing that the industry in general in foreign countries is not in a very healthy state. Australia seems to have invaded markets in Europe and in the far Eastern countries which comparing freight rates, distances and service, could well be served by United States exporting packers.

"When one inquires into the general unsettled conditions, one hears the universal remark that the invasion of the Ruhr has made its effects felt in even the most remote corners of the world.

"In talking to exporters of animal products in far-away corners of India, over a thousand miles inland, I was surprised that even in little Indian hamlets this political issue had its effect, because Germany buys large quantities of dried casings, hides and skins on each market. But no matter where it is—in Japan, China, the East Indian Islands, Egypt, the Near East, and all through Europe—business is watching patiently the developments between France and Germany.

**American Meats in Germany.**

"In Germany itself, American meat products seem to be the ones mostly in demand. Familiar names on packers' export boxes can be seen all over that country, and although the Germans do not seem to like American bacon—or "speck," as it is called—because it seems softer than their bacon, yet they buy whatever their purses allow.

"Millions of families are of course not in a position to buy meats, except once or twice weekly, as during my visit Ameri-

can fat backs were selling at 18,000 marks per pound retail. The exchange at that period stood around 135,000 marks to the dollar, and skilled labor wages averaged between 25,000 and 50,000 marks per day. Live hogs were selling around 10,000 to 12,000 marks per pound.

"The shortage of livestock also causes considerable importations of Argentine meats, and the refrigerator cars of the German company can frequently be seen along the railroads.

**Could Sell Canned Corned Beef.**

"Much favorable comment was heard on American canned corned beef, which seems to be a product which could be much further exploited, because many families which



A. C. SCHUEREN.

during ordinary times would never eat canned meats, have had to taste it and seem to like it.

"Although there is a food shortage, the foreigner will see little of it because hotels and restaurants seem to be well supplied. Riots in my opinion are not caused by an actual shortage, but are due to the fact that the money has so depreciated that it is difficult for the average family to buy meats."

Mr. and Mrs. Schueren sailed from New York on January 23, and visited Cuba, the Panama Canal, Hawaii, Australia, the Philippines, Japan, China, India, the Mediterranean and Europe. Mr. Schueren made a study of business methods in the countries visited, paying special attention to the meat industry.

Upon his return Mr. Schueren established himself in Chicago as a sales and advertising advisor, and is already engaged in planning campaigns for marketing various products.

**TRADE GLEANINGS.**

The new \$15,000 slaughter house of J. W. Johnson at Marysville, Cal., is nearing completion.

The Temple Cotton Oil Co., Hope, Ark., is rebuilding the plant which was recently burned.

The Springfield Packing Co., Springfield, Mo., are contemplating the erection of a \$300,000 plant.

The Phillipsburg Beef Co., Phillipsburg, Pa., contemplates building a \$10,000 addition to their plant.

The Eastman Cotton Oil Co., Jonestown, Miss., has been incorporated with a capital stock of \$50,000. Incorporators: W. E. Gage and J. F. Waggoner.

The plant of the Stark Provision Co., McKinley Ave. and Penn. R. R., Canton, Ohio, was damaged by fire recently. The roof of the smoke house was destroyed.

The plant of Wolf, Sayer & Heller, 904 Fulton street, Chicago, Ill., sausage casing manufacturers, was damaged by fire recently to the extent of \$500,000. Business is going on as usual, however.

It is reported the new plant of the Elkhart Packing Co., Elkhart, Ind., will be in operation July 16. Officers are: Charles Kollar, president; Herman Compton, vice-president, and H. W. Ecker, treasurer.

F. B. Castator, formerly Southern district manager for the American Cotton Oil Company at Atlanta, Ga., has gone with the Procter & Gamble Company to handle the sale of their shortenings and oils in the Southern territory, with headquarters at Atlanta.

## There Is Money in Tankwater

Save it by boiling down in a Swenson Evaporator. The fertilizer recovered will pay for the machinery required during the first year and after that net big profits on every tank discharged.

A simple process—boils with exhaust steam. Repairs practically negligible. Better investigate.

ESTIMATES ON REQUEST.

**SWENSON EVAPORATOR CO.**

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Main Office and Works: Harvey, Ill. (Chicago Suburb)



**SWENSON**  
**EVAPORATORS** — *any capacity for any liquor*  
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## THE NATIONAL PROVISIONER

### Chicago and New York

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Meat Packers and the American  
Meat Packers' Trade and  
Supply Association

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R. A. CLEMEN, Associate Editor.

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## THE NATIONAL PROVISIONER

### The "Three R's" in Business

With the new era in business since the  
war has come a change in conditions to  
such an extent that the old ones can never  
return. Yet packers and other business  
men are still under the necessity of re-  
turning to certain business fundamentals  
which mean success.

Today we are on a new basis of nar-  
rower margins of profit than ever before.  
And that situation requires greater effi-  
ciency than ever in business. For with-  
out constant care there is a chance of loss.  
That means there must be studies made  
all the time to eliminate wastes that are  
going on in any business, and to develop  
a greater stream of products.

In facing the new era in business there  
must be greater emphasis put on what  
may be called the "three R's" in business.  
These are cost accounting, simplification  
of varieties, and truth in statistics.

That a knowledge of costs is a business  
essential requires no stress. Yet there  
has in the past been much more fumbling  
in getting complete and accurate costs  
than many admit.

Cost accounting is not a mysterious op-  
eration. It is just allocating by common  
sense methods every cent of money value  
in goods, labor and expense used in pro-  
duction in such a way that, when listed in  
statement form, the manager can read it  
as readily as any other business state-  
ment.

Every industry can, and ought as far as  
possible to build its own cost system.  
The packing industry has begun such a  
system which was worked out by the Com-  
mittee on Standardized Cost Accounting  
of the Institute of American Meat Packers  
and which has been of great service.

This standardizing is a matter in which  
the packing industry has done a good deal,  
but there is much more to do. For ex-  
ample, in the standardization of containers  
this industry has done more than many  
others. And at present it is being urged  
by President Charles E. Herrick to stan-  
dardize terms common in the industry,  
for a thorough understanding of the terms  
of contracts will act as a cure for contro-  
versies between buyer and seller.

The last "R" has been called truthful  
statistics. Today there is the greatest  
need for statements of business facts in  
figures to show in picture or chart form  
the state of business and accurate condi-  
tions in production and consumption. Sta-  
tistics are not only necessary to guide  
commerce nationally, but they are vital to  
the individual business as well. For, as  
the packer knows, in budgeting for the  
future he must have not only his past  
records, but also trend charts based on  
figures covering a term of years.

Such a service for the packing industry  
as a whole THE NATIONAL PRO-  
VISIONER has been trying to perform for  
some time. For in truthful and well di-  
gested statistics lie one of the main  
hopes of the future in efficient business.

### How Cold Storage Serves

Cold storage, which began to be im-  
portant in the '80's with the rise of the  
dressed beef trade, started its most rapid  
expansion in the meat and other indus-  
tries a little over twenty years ago. Along  
with its growth has gone a widespread  
popular misconception of its economic ef-  
fects. For example, rise in price, which  
was due to other general causes, was at-  
tributed to the development of cold stor-  
age. And there was at times agitation for  
legislation to restrict it.

But cold storage has brought economic  
benefits that may well be summarized by  
meat packers and other producers of per-  
ishable food products, to see its vital value  
today for the Nation. Here are some of  
these benefits:

First, the greatest profitable production  
of a commodity whose production is sea-  
sonal is obtained only when its available  
supply is spread equally over the whole  
period from one season of maximum pro-  
duction to another.

Second, the greatest and most beneficial  
function of cold storage requires such pres-  
ervation of perishable food products from  
one period of maximum production to the  
next.

Third, there are natural limitations upon  
the period during which meats and other  
food products can be profitably carried in  
cold storage which conform with the public  
welfare. There is no profit in carrying  
products to a point of deterioration where  
it is unmerchantable. It is also unprof-  
itable when its quality has fallen below a  
need at a value profitably proportionate  
to its cost. Continued demand is what  
indicates that the public benefits from  
cold storage.

Fourth, profits cannot be made by merely  
accumulating perishable products in cold  
storage, but only by selling them into con-  
sumption. Whenever they can be sold into  
consumption at a profit it is a proof of  
service to the consuming public. For if  
there were no such addition to the regular  
available current supply, the scarcity  
would be greater at times and prices as  
a result would be higher.

These are the economic bases of cold  
storage, which has been such a factor in  
the growth of the meat industry, and in a  
real way an aid in keeping going the vitality  
of the American people.

## PRACTICAL POINTS FOR THE TRADE

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### A Small Renderer's Troubles

This is the time of year when the renderer finds the most trouble with acidity in his fats. The small operator has more trouble than his larger competitor—taking it for granted that the latter has the latest and best equipment and uses the best practice.

Here is an inquiry from a renderer and hide and tallow dealer which illustrates the difficulties of an operator who does not kill enough to supply his own fats, and who must fill out with fats from country butchers. He says:

#### Fats Abnormally High in Acids.

Editor The National Provisioner:

We are experiencing at this season of the year a rapid rise in the acidity of our inedible tallow, and after exhausting every method which we thought practical to reduce the acid in the tallow, we still find that it is analyzing about 25½ per cent free fatty acid.

In a favorable season of the year, when the weather is colder, we normally make a tallow analyzing about 10 per cent free fatty acid.

We are operating a slaughter plant in conjunction with our rendering business, and we are careful to see that none of the acid-increasing properties included in the slaughtering offal are allowed to be thrown into the tank. We wash the offal by hand and cut it open thoroughly before putting it in the rendering tank.

We are of the opinion that the shop scraps which we buy from the local butchers are the cause of this high acidity. Is there any chemical which will not prove injurious to the tallow that may be used on the scraps to prevent further decomposition before we render them? We have tried a weak solution of chloride of lime and cleaning powder, but this proved rather ineffectual.

We are accustomed to render four or five tanks a week, and until we are prepared to turn on the steam for cooking the tanks, we spray a very cold stream of water over the material in the tanks, allowing it to filter through and run out of the bottom of the tank.

In receiving a shipment of raw tallow from a country butcher it is often in a very bad state of decomposition. When we reach the plant with it, is it possible to use some chemical on material in this condition to prevent further decomposition?

In the event that the tallow was not drawn from the tanks carefully, and tank water allowed to come off with the tallow, would that raise the acidity perceptibly?

Would the fact that the tallow is put into unclean barrels raise the free fatty acid content?

### Production and Sale of Casings

brought to the maximum with my *Sales and Service* combination.

It will pay you to investigate. Address

**ROY L. NEELY**

*Broker of Casings Exclusively*

602 Webster Bldg. Chicago, Ill.  
Cable Address "ROLESNELY"

### Boiled Ham Troubles

A packer took one of his own boiled hams home the other night, and when his wife tried to slice it for dinner the end slices crumbled and fell to pieces. The color was not good, either.

This was a well-advertised brand of hams, and that packer's boiled ham department heard from him the next day!

Perhaps some of the things told about by "The Observer" in this issue of THE NATIONAL PROVISIONER were happening in this packer's boiled ham department. Read about them.

We will appreciate any enlightenment that you may offer us on this problem.

#### Held Too Long Before Rendering.

An engineer who is an authority on rendering problems makes this reply to the inquiry:

We figure his entire trouble is trying to accumulate too large a batch of product before rendering. Any material that has been allowed to decompose before rendering will naturally become rancid and set up free fatty acid. Piling it up in the old-style drop-bottom tank, and letting water run over the product, further increases free fatty acid and should be discontinued immediately.

The only way to hold any product and keep it from decomposing is to put the offal, etc., under refrigeration. This, of

course, is an expensive proposition, but there is no chemical at a low enough price to use that would make it practical to try.

A salt solution is probably the best solvent.

Shooting steam directly into the product, while cooking, further increases the acidity. All tanks, containers, etc., should be thoroughly cleaned and sterilized, as any foreign matter, especially in the way of decayed material, has a tendency to increase the acidity.

Getting tank water in with the grease also has a tendency to increase the acidity.

The acid in grease should never run over 5 to 10 per cent, and if this inquirer will hold his product clean and fresh, it can be kept down to less than a per cent. Dry rendering keeps down the acid, but it is a question whether this inquirer is large enough to put in a dry rendering system, because he speaks of only handling four or five tanks a week.

#### A Superintendent's Opinion.

A packinghouse superintendent who has had experience with rendering in all its phases discusses this inquiry in detail as follows:

The percentage of free fatty acid, namely 25½ per cent, as stated in their letter, is the very highest we have ever heard of. But there is a very good reason for this, of course, as they state that their receipts of raw tallow from country butchers are often in a very bad state of decomposition when it reaches their plant. Therefore, the damage is done before they ever commence to process.

We note their own production of offal is properly handled, cut open and thoroughly washed before putting in rendering tank. They should by all means continue this practice.

#### Bad Condition of Shop Fats.

They further state that they are of the opinion that the shop fat they buy from the local butchers is the cause of the high acidity. This is absolutely correct.

They also inquire if there is any chemical which will not prove injurious to the tallow that may be used on the scraps to prevent further decomposition before they render them. The answer is: NO, nothing of the kind exists.

We note their custom is to render four or five tanks each week. And until they are prepared to turn on the steam for cooking the tanks, they spray a very cold stream of water over the material in the tanks, allowing it to filter through and run out at the bottom of the tank.

This practice will not reduce the free fatty acid. But it is suggested they handle the product as follows:

#### Parboil Before Cooking Tanks.

Fill the bottom of the tank with water

### Mould in Sausage

Packers and sausagemakers have always had a lot of trouble with mould or discoloration in certain varieties of sausage. Many of them have been plagued as to the remedy.

In a recent issue of THE NATIONAL PROVISIONER a packinghouse superintendent who had studied this matter thoroughly gave his views as to the way to prevent mould and discoloration. This article has been reprinted, and copies may be had by subscribers to THE NATIONAL PROVISIONER upon application to the Editor, Old Colony Building, Chicago, Illinois.

### LABORATORY STANDARDS ON FLOUR

We sell sausage flour on a guarantee. Submit it to the Chemical & Engineering Company, Chicago—an independent and responsible laboratory.

If their test does not confirm our guarantee WE WILL MAKE GOOD, pay for the test and reduce the price of the flour to the extent of the difference in analysis.

#### ANDREWS MILLING COMPANY

*Millers of Special Flour*

327 So. La Salle St., Chicago Mill—38th and Wall Sts.

**Booster Cereal Flour**

and then place product in tank. Then turn on steam and bring temperature up to just a boiling point, and then just open the steam valve to a crack and keep the water simmering. Do not turn steam on strong enough to have water splashing in the tank, but just enough to keep water simmering.

The temperature must not vary. If the temperature drops rancidity will increase.

They may continue this practice indefinitely until they decide to cook the product.

When they decide to cook product they then draw water off that has been simmering for an indefinite period, which will dispose of the blood and dirty water that has accumulated during this process. This is what is called "parboiling." We are positive they will get much better results by parboiling than they will by sprinkling with cold water.

They state, in receiving a shipment of raw tallow from a country butcher it is often in a very bad state of decomposition. When they reach the plant with it, is it possible to use some chemical or material in this condition to prevent further decomposition?

The answer is NO.

#### Causes of Increased Acidity.

Regarding the question: "In the event that the tallow was not drawn from the tanks carefully, and tank water allowed to come off with the tallow, would that raise the acidity perceptibly?"

The answer is: Yes, absolutely.

They also inquire: "Would the fact that the tallow is put into unclean barrels raise the free fatty acid content?"

The answer is: Yes, absolutely.

#### An Expensive Alternative.

Of course, there is a remedy, but in using this remedy they would suffer about one-third loss in their stock.

This remedy would be to use caustic soda to neutralize the fatty acid after the product is cooked in tallow form, and it must be used in dry heat. Use 1 per cent caustic soda at 20 degrees Beaume, which equals 1 per cent fatty acid. This will decompose the soap stock back into grease. Then use 52 degree Beaume sulphuric acid, three-quarters of one part sulphuric acid to one part product.

Of course, this process will reduce the tallow to an inferior grade, thereby suffering a loss of about one-third in the stock.

For this above reason we do not recommend this method, but it might be well for the inquirer to have this information, as there might be a time when he would find it to his advantage to process in this manner.

#### The Observer

This corner of the "Practical Points for the Trade" page belongs to THE MAN WHO SEES THINGS.

Here each week or so he will tell about something he has seen that is worth while describing for the benefit of others.

Or it may be something he has done himself that he thinks somebody else would like to know about.

Perhaps it is a "Don't," something he thinks has been done wrong and should be avoided by others.

Watch this corner!

#### Editor The National Provisioner:

Being a reader of THE NATIONAL PROVISIONER, and in the packing business, I analyze very thoroughly each article published on your "Practical Points for the Trade" page. Everything is very interesting, and no doubt very beneficial to small packers in general.

But I notice that almost every article dwells largely on "What to Do." Now, I am taking the liberty of offering a few suggestions on "What Not to Do."

It has been my pleasure and privilege to visit a number of large and small packing houses throughout the country, and I have noted the different ways in which they operate.

Some concerns operate strictly on a system, while others are not at all systematized, and you find in some that their method of operations deviate considerably from the instructions given.

As this is the season for boiled hams suppose we take them up first:

#### "DON'TS" IN HAM COOKING.

**Why the Hams Were Scalded.**—In one plant the writer visited he noticed that the foreman had placed a large quantity of S. P. hams in the soaking vat preparatory to boning, and after covering the hams well with water, turned the steam valve handle sufficiently to heat the water up to temperature of 110°, which was the schedule for soaking the hams.

The foreman went about his work, and the steam valve was leaking. The force of steam pressure caused the valve to open wide, and when the foreman returned the water was splashing out of the soaking vat, and the temperature was up to boiling point. The result was that the hams were scalded.

**Careless Trimming.**—I took particular

notice of the workmanship on the ham-boning bench, which was conducted on a piece-work basis. I found they employed skilled workmen, but the hams were fatted very unevenly. Their instructions were to leave one-half inch of fat on the ham, and I noticed that in some places the ham was scored, and the ham fatter would remove a portion of the lean meat with the fat, while in other spots there was a lump of fat possibly over 1 inch in thickness.

The hams fatted in this manner, when cooked and sliced, do not appeal to the trade nearly as well as the evenly-cooked ham. If this packer had complaint about his boiled hams, he might have traced it here.

**Careless Cooking.**—Their cooking schedule specified that they cook at 160° temperature. But I found that they neglected to give this matter proper attention, and the temperature of the water in which the hams were cooking dropped down to 152°. When the foreman discovered the temperature was considerably too low, he would then turn the steam on, open the valve wide, and run the temperature up to 170° to overcome or equalize temperatures.

By cooking hams in this manner there is a great uncertainty of hams being even a good commercial cooked ham, and the result is the hams are either undercooked or overcooked, which brings complaints from the trade and throws yields entirely out of line, making it either too high or too low in actual cooking shrinkage.

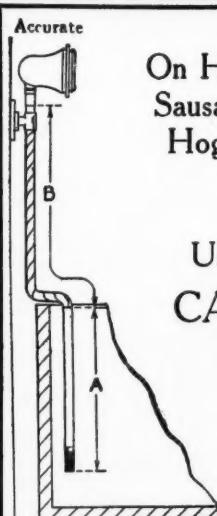
**Why Hams Crumbled.**—Furthermore, when the cooked hams were removed from the retainers and washed, they would make a practice of piling them in an S. P. box truck, and fill the truck to full capacity, several layers deep. They should have been put on a shelf truck and not piled more than two layers deep—one is better.

The result of piling cooked hams in a box truck is that the weight of the hams on top will crush the lower layers, and cause them to open up and crumble and fall to pieces when put in the slicing machine.

**Proper Branding.**—After the hams were chilled and ready to wrap, the brands were applied. Here they used too much ink on the brand, and it was not properly applied to the skin side of the ham, causing the ink to run and blur. The brand should be applied neatly, as the ham is put on display by dealers. The packer must remember that thousands of people observe this brand, whether it is good, bad or indifferent.

[In his next letter "The Observer" will tell of some wrong ways of doing things he saw in a sausage plant.]

**Accurate**



**On Ham Boilers  
Sausage Kettles  
Hog Scalders**

**Use Flexible Stem  
CALO DIALS**

For Mounting  
on the Wall  
Near Tank  
Sides.

**CALODIAL, Inc.**

**Use Calo Dials  
(Trade Mark Reg. U. S. Pat. Off.)  
To Tell Temperatures**



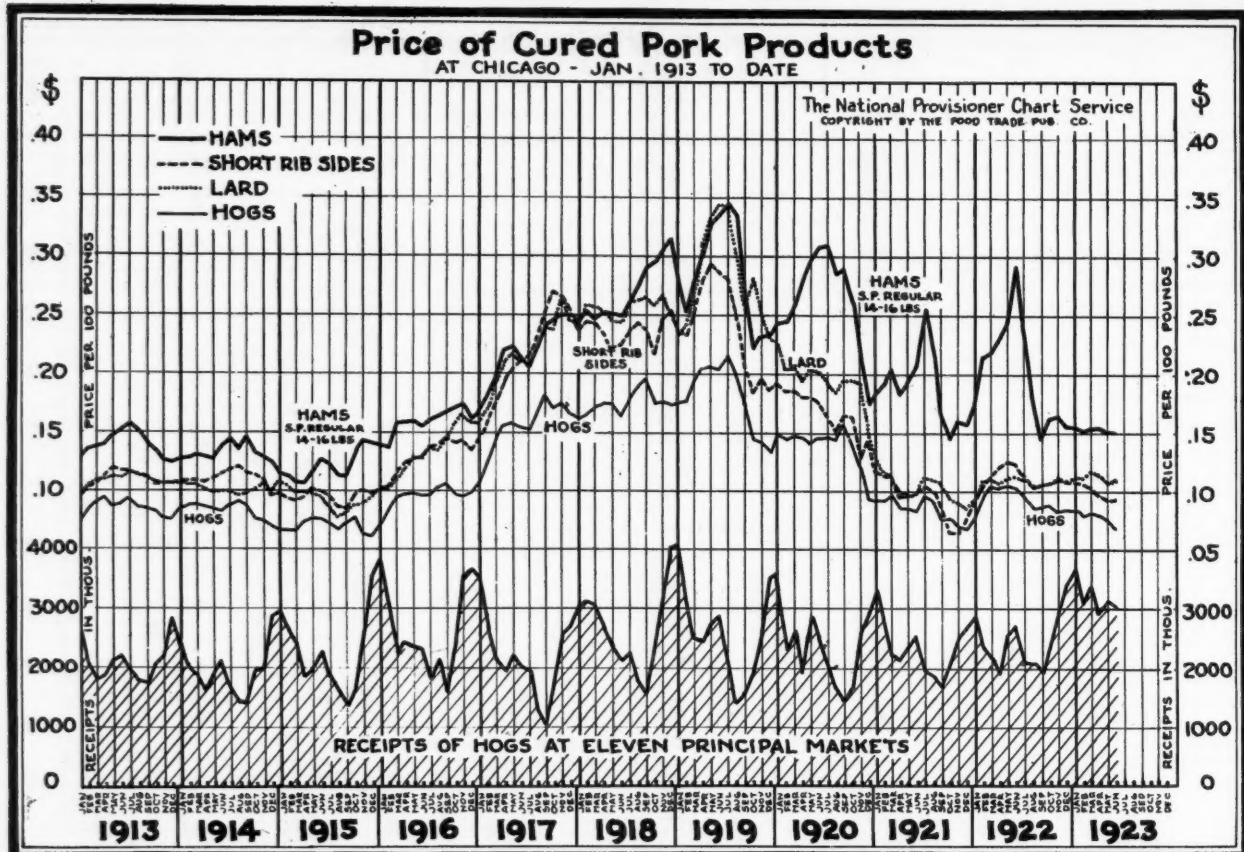
**On Smoke Houses  
Cold Rooms  
Pickle Vats**

**Use Rigid Stem  
CALO DIALS**

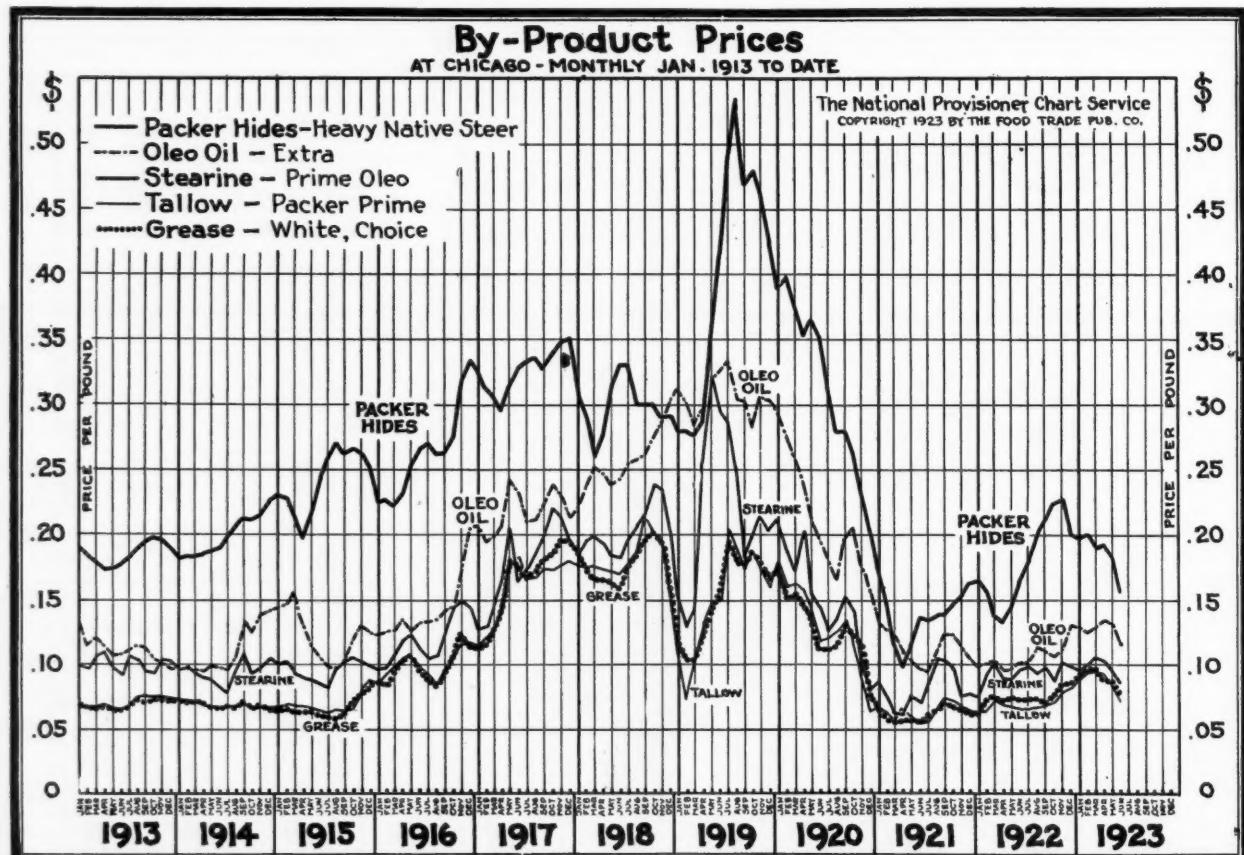
For Clamping  
To Tank Sides

Send For  
Catalogue and  
Bulletin M.

**New Rochelle, N. Y.**



This chart in THE NATIONAL PROVISIONER'S Market Service series shows the trend of hog and cured pork product prices monthly for a period of ten years. Prices of hams, short rib sides and lard are compared to hog prices, while below is shown a parallel with hog receipts at eleven markets.



Prices of packinghouse by-products—hides, oleo oil, stearine, tallow and grease—are shown here by months for a period of ten years. The trend over these years is evident at a glance. This is another chart in THE NATIONAL PROVISIONER'S Market Service Series.

# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

### Hog Receipts Break Records but Packer Buying Keeps Up the Prices—Disappearance of Stocks Indicates Heavy Distribution.

The hog and product markets have both felt the influence of the heavy movement of hogs. Prices have declined under the pressure of receipts, although reacting higher late in the week on packer buying. But demand has been influenced to some extent by the decline in the market.

The receipts of hogs at Chicago have been a record for the time of the year and at other points have also been of very large volume. This heavy movement of hogs was somewhat of a surprise in view of the statement in the special Government swine report intimating that the movement was over and that from now on there would probably be a decrease in the receipts.

This special swine report was quite an important statement, and was based on reports from 140,000 hog raisers in all parts of the country. In view of the immense movement of hogs the past year, the Government report that hog raisers expected to breed 28.3 per cent more sows this fall than last year was extremely disconcerting. For the 11 months ended May 31st the slaughter of swine under Government inspection has been 44,297,000, against 35,370,000 last year, or an increase of approximately 25 per cent, so that if there is to be an increase in breeding of 28.3 per cent, the movement of hogs during the coming year should be correspondingly increased over the huge increase of the past year.

The department claims, however, that the actual receipts have been less than the proposed farrowing last year, and it may be possible that the results of the coming year will be below the expected increase.

#### Analysis of Swine Report.

The present survey shows the probable continuance this year of the tendency to increase fall breeding proportionately more than spring breeding. This tendency has been evident, both by the market receipts and the farm reports, for the past two years, especially in the corn belt, and is making for a more uniform monthly distribution of market receipts throughout the year. The report further said that "practically all the spring crop excepting pigs retained for breeding was marketed, showing an increase of 32.5 per cent over the marketings of 1921 spring crop."

The number of pigs saved per litter was 5.02 against 5.18 last year, and 5.30 last fall. In connection with the Government report on the proposed breeding, the animal slaughter report for the past eleven months is very interesting. The comparative figures follow:

	This year.	Last year.
Slaughterers, 11 mos.	44,297,593	35,370,135
Hogs		
Cattle	8,302,574	7,147,139
Calves	3,949,875	3,535,336
Sheep	10,489,331	10,040,298

In face of this immense increase in hogs killed of 9,000,000 head, giving an increased product of roughly 1,600,000,000 lbs., and an increase in cattle giving an increase in beef product of possibly 700,000,000 lbs., the stocks of product on hand show the tremendous distribution which has been going on, and the very rapid disappearance of product, in the American markets as well as the very liberal exports of hog products.

#### Keep On Feeding the Hogs.

The situation as to costs is still very disappointing on hogs. The average price of hogs is nearly 3c a lb. under the corresponding time last year, while the price of nearby corn is 20c a bushel over last year, making a shift in the apparent feeding results of corn compared with a year ago of 40 to 50c a bushel adverse to the feeder. This is so heavy that the Government report of the probable increase in breeding operations is a very distinct surprise. There is possibly some explanation, not indicated on the surface of the situation, why there should be such an increase in breeding proposed, on top of the enormous increase in slaughter the past year.

Some packers believe this explanation lies in the hopes held out to the producer of high prices for his hogs, which have caused him to continue to feed them, in spite of the corn-hog ratio.

#### Stocks Show How Product Has Disappeared.

In this connection the statement of product stocks at the seven leading markets of the West is very illuminating in the tremendous disappearance of product. The total stock of lard is 87,000,000 lbs., against 112,000,000 lbs., last year, although the increased lard product from the

slaughter should have been about 300,000,000 lbs. The total stock of meats at the principal market is 91,000,000 lbs. more than last year, or the product of barely half a million hogs. The comparative figures of stocks are given here for purposes of comparison:

	July 1, 1923.	June 1, 1923.	July 1, 1922.
Mess pork, bbls....	1,270	1,581	681
Other pork, bbls....	45,912	48,348	41,644
P. S. lard, lbs....	62,162,020	30,189,538	90,667,211
Other lard, lbs....	24,502,814	14,942,901	21,101,466
S. P. hams, lbs....	86,353,138	89,325,679	72,174,875
S. P. skd. hams, lbs....	57,387,680	63,649,532	34,351,559
S. P. picnies, lbs....	29,650,065	33,400,040	20,367,643
S. P. bellies, lbs....	57,693,470	56,397,403	33,606,220
S. P. shoulders, lbs....	54,176,187	530,189	858,507
D. S. shoulders, lbs....	2,171,989	2,739,150	1,693,681
Short rib sides, lbs....	5,646,718	4,991,720	3,361,473
Ex. sh. rib sides, lbs....	447,387	400,195	1,424,756
Sh. clear sides, lbs....	1,594,858	1,476,597	1,121,412
Ex. sh. cl. sides, lbs....	2,382,526	2,545,095	3,076,828
D. S. bellies, lbs....	68,218,901	71,962,985	52,482,401
Sh. fat backs, lbs....	10,808,919	11,284,188	11,234,534
Other meats, lbs....	32,009,478	32,589,262	30,233,430
Total meats, lbs....	355,163,405	371,500,666	266,684,958

**PORK.**—The market was quiet and steady with mess at New York \$25, family \$30@32, and short clears \$21@25.50. At Chicago mess was easy at \$22.

**LARD.**—A limited trade, domestic and export, with consumers holding off owing to heavy hog receipts, was the feature in lard, and the market was weak. At New York prime Western was quoted at 11.40 @11.50c, middle Western 11.30@11.40c, city 11c, refined to the continent 12½c, South American 12½c, Brazil kegs 13½c, and compound 11½@12c; at Chicago regular lard in round lots was quoted at July price, leaf lard .85 under July, and loose lard .90 under July.

**BEEF.**—The market was dull and easy, with mess at New York \$15, packer \$14.50 @15, family \$16.50@17, extra India mess \$28@30, No. 1 canned roast beef \$2.35, No. 2 \$4.05, and sweet pickled tongues \$55@65 nominal.

SEE PAGE 41 FOR LATER MARKETS.

### BRITISH PROVISION MARKET.

(Special Report to The National Provisioner.)

Liverpool, July 3.

The estimated stock of provisions on hand at Liverpool on June 30, 1923, together with the figures on the corresponding date last year and also last month are as follows, as compiled by the Liverpool Provision Trade Association:

	June 30, 1923.	May 31, 1922.	June 30, 1922.
Bacon, boxes.....	18,565	23,588	15,618
Hams, boxes.....	6,308	7,234	6,233
Shoulders, boxes.....	2,141	1,860	960
Lard, P. S. W., tierces.....	1,641	2,176	2,320
Lard, refined, tons.....	1,174	1,336	2,431

The weekly consumption of stocks at Liverpool is estimated approximately as follows:

	June.	May.
Bacon and shoulders, boxes.....	7,196	7,442
Hams, boxes.....	4,119	4,482
Lard, tons.....	754	855

Liverpool, June 30, 1923.

The trading in American bacon this week has been rather disappointing. There has been very quiet tone to the trade, and while prices have been maintained, the movement has been very small. A fair

### Packers and Hogs

Hog receipts in May and June broke the record for those months. The same thing happened the first week in July, yet the hog market went up a cent a pound.

The Monday following hog receipts at Chicago broke all records for July and were the fourth largest in history.

Why should hogs go up or stay up in the face of a situation such as that of the past few months?

Do packers buy wrong? Or do they sell wrong? Which is it? This situation will be discussed in the next issue of THE NATIONAL PROVISIONER by two packers who take opposite views.

July 14, 1923.

## Hogs and Heat

How much profit you make from a hog depends largely upon how well you control the heat in the various processes through which Mr. Hog must go before he reaches the meat market.

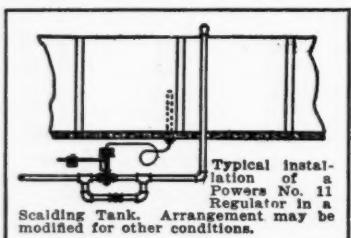
You know, well enough, how many places there are where heat control is a factor—and how often the "help" let the temperature vary—and vary enough to cut into your profits.

### Just Make Up Your Mind To This One Thing—

Correct heat control can never be assured so long as you depend upon men and women to watch temperatures and turn steam valves. Only automatic mechanical regulation is dependable and accurate. A machine is on the job every minute—never forgets, never dreams, never sleeps.

### Powers Automatic Thermostatic Regulators

These automatic machines control the temperature without material variation. The sensitive thermostatic bulb which is immersed in the water keeps the heat at the proper degree. Powers Regulators are easy to install, do not require further attention, and maintain the proper temperature, thus allowing the employee to devote his entire time to productive work.



Learn how practical heat control adds to the profits in Meat Packing, without obligation to you.

**THE POWERS REGULATOR CO.**  
Specialists in Automatic Heat Control

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28 Other Offices Your Phone Book will tell  
(2271) you if one is in your city

quantity has arrived, and the easier prices for hogs advised from Chicago have tended to keep trade quiet.

There is a big increase in the Danish killings this week at 74,000, and with ample supplies of this sort available, better prices for American bacon are not imminent.

Good brands of Cumberland cut, clear bellies, and Wiltshires are in fair demand.

Shoulders are steady with a lighter inquiry.

Hams are steadily held at recent prices with a quiet demand passing.

Lard is quietly traded in at somewhat easier prices.

### NEW YORK LARD EXPORTS.

Exports of lard from New York from July 1 to July 10, 1923, according to unofficial reports, were 8,125,526 lbs.; tallow, 900,400 lbs.; greases, 725,200 lbs., and stearine, 216,200 lbs.

## How FILTER-CEL TRADE MARK REGISTERED U.S. PATENT OFFICE A CELITE PRODUCT

### Improves Filtration

Retaining media in pressure filters may be placed in two general classes; those which clog easily and retard flow; those which permit the passage of suspended solids and, while increasing flow, fail to give sufficient clarity.

The problem, then, is a filtering medium which permits a steady flow, and yet gives a clear, brilliant filtrate.

Filter-Cel is generally accepted in all fields of commercial filtration as a true filtering medium.

Filter-Cel is a finely divided, siliceous powder, each particle of which is a microscopically porous structure of great strength. Mixed with a turbid liquid and filtered, it is held by the filter cloth and acts as a supporting structure upon and around which the suspended impurities build without packing into an impervious mass.

Porosity is insured through the interstices of the cake; flow is increased and a high degree of clarity obtained.

Complete information on the use of Filter-Cel in lard and oil filtration gladly sent upon request. Write for Bulletin FF-40.

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CELINE PRODUCTS LIMITED, New Berlin Bldg. - Montreal, Canada

### MEAT SUPPLIES AT NEW YORK.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending July 7, 1923, with comparisons, as follows:

	Week ending July 7.	Previous week.	Cor. week.
Western dressed meats:			
Steers, carcasses	5,763	7,310	6,821
Cows, carcasses	513	630	345
Bulls, carcasses	171	171	367
Veal, carcasses	11,627	10,498	7,625
Hogs and pigs	1,351	296	3,185
Lambs, carcasses	16,642	20,179	6,032
Mutton, carcasses	4,243	3,688	18,850
Beef cuts, lbs.	100,125	(*)	63,032
Pork, lbs.	651,367	(*)	748,467
Local slaughter, Federal inspection:			
Cattle	8,958	8,537	9,981
Calves	12,479	14,378	16,453
Hogs	39,186	39,902	33,508
Sheep	44,162	40,496	36,458

\*Not reported.

### MEAT SUPPLIES AT PHILADELPHIA.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending July 7, 1923, with comparisons:

	Week ending July 7.	Previous week.	Cor. week.
Western dressed meats:			
Steers, carcasses	2,602	2,839	2,341
Cows, carcasses	386	241	153
Bulls, carcasses	125	163	...
Veal, carcasses	1,554	1,724	863
Lambs, carcasses	6,577	6,759	4,291
Mutton, carcasses	1,626	1,146	650
Pork, lbs.	313,503	285,423	283,514
Local slayings:			
Cattle	1,415	2,142	3,031
Calves	2,065	2,737	2,633
Hogs	14,064	16,606	14,102
Sheep	5,012	5,822	6,061

### MEAT SUPPLIES AT BOSTON.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending July 7, 1923, with comparisons:

	Week ending July 7.	Previous week.	Cor. week.
Western dressed meats:			
Steers, carcasses	2,337	2,717	525
Cows, carcasses	328	241	153
Bulls, carcasses	46	44	...
Veal, carcasses	800	1,012	...
Lamb, carcasses	11,402	10,750	...
Mutton, carcasses	441	260	...
Pork, lbs.	85,052	143,070	...
Local slayings:			
Cattle	1,109	1,118	...
Calves	1,406	2,110	...
Hogs	17,713	21,152	...
Sheep	4,884	8,226	...

### EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending July 7, 1923, with comparisons:

	WEEK.	WEEK.	FROM NOV. 1,
	ENDED JULY 7.	ENDED JULY 7.	ENDED JULY 7.
United Kingdom...	398	450	4,449
Continent...	398	450	17,929
So. and Cent. Amer...	...	...	390
West Indies...	468	14,848	...
B. N. A. Colonies...	...	...	400
Other countries...	...	...	290
Total .....	398	1,018	38,306

	BACON AND HAMS, LBS.
United Kingdom...	10,649,600
Continent...	3,586,000
So. and Cent. Amer...	...
West Indies...	...
B. N. A. Colonies...	...
Other countries...	...
Total .....	14,229,600

	LARD, LBS.
United Kingdom...	4,070,118
Continent...	2,109,185
So. and Cent. Amer...	...
West Indies...	...
B. N. A. Colonies...	...
Other countries...	...
Total .....	6,179,303

625,357,803

### RECAPITULATION OF THE WEEK'S EXPORTS.

From	Pork, lbs.	Bacon and hams, lbs.	Lard, lbs.
New York	398	5,823,600	3,551,303
Philadelphia	...	...	93,000
Montreal	...	8,294,000	2,505,000
Boston	...	112,000	30,000

Total week .....

Previous week .....

Two weeks ago .....

Same week year ago .....

Comparative summary of aggregate exports, in lbs., from Nov. 1, 1922, to June 7, 1923:

1922-1923 1921-1922 Increase.

Pork ..... 7,661,200 3,739,000 3,922,200

Bacon and hams. 552,629,404 345,452,717 207,176,687

Lard ..... 625,357,863 409,594,656 215,763,207

# TALLOW, STEARINE, GREASE AND SOAP

## WEEKLY REVIEW

**TALLOW.**—An easier undertone was again in evidence this week, and sales of at least 75 drums of city extra were made at 6½c, New York, a decline of ½c. City specials were reported to have sold at 6¾c. While some makers were firm in their ideas, and were offering sparingly, consumers were not inclined to pay full prices, and were interested only at concessions. A considerable export movement outward was in evidence, and outside melters were reported well sold ahead, while at the same time soap manufacturers were reported well stocked up with various supplies, and in a position where they could await developments.

The continued weakness in oils, particularly cotton oil, did not help tallow any, while the West again reported a slow trade, with buyers interested only in small quantities. At Liverpool Australian tallow was unchanged for the week, with choice at 41s 9d and good mixed at 37s 9d. At New York prime city was 5¾c nominal, special loose 6¾c, extra 6¾c, and edible 7½@7¾c. At Chicago edible was quoted at 7½c, prime packer 6¾c, No. 1 packer at 6c, and No. 2 at 5@5¼c.

At the London tallow auction 885 casks were offered and 79 casks sold. Prices unchanged.

**STEARINE.**—An unsettled market, but a firmer tone in spots, was reported. Domestic trade was quiet, but sales were reported of small lots for export at 9¾c, New York, an advance of ½c from recent sales. The market appeared to be very spotted, and oleo at New York was quoted all the way from 8½ to 9¾c. At Chicago the market was very dull, with reports of a liberal quantity selling at 8¾c, and with oleo Chicago quoted at from 8½ to 8¾c.

**OLEO OIL.**—The market was dull and about steady, with extra at New York 12c nominal, medium 11c, lower grades 9¾c. At Chicago extra was quoted at 11@11¾c.

SEE PAGE 41 FOR LATER MARKETS.

**LARD OIL.**—The market has been very inactive and barely steady, with domestic and foreign demand slow, owing to the weak position prevailing in pure lard, and enormous hog marketings. At New York edible was quoted at 14¾c per lb., extra winter at 12c, extra No. 1 at 11c, No. 1 at 10½c, and No. 2 at 10c.

**NEATSFOOT OIL.**—The only demand reported was for quick shipment, and apparently for immediate requirements. The undertone, however, was steady with offerings limited. At New York pure was quoted at 14½c, extra at 11c, No. 1 at 10½c, and cold-pressed at 16¾c.

**GREASES.**—A little more demand for grease has been in evidence, with foreign demand helping the market a little, and domestic trade fair. No important price changes were reported, however, although the undertone was better. Tallow was barely steady, however, and reports continued to indicate that soap manufacturers are pretty well stocked up with all sorts of materials. At Chicago there was a fairly active demand for choice white grease for export, and some business reported at about 7½@7¾c. Toward the close of the week the market was dull and uninteresting, both east and west. At New York yellow and choice house were 5½@5¾c, and white at 7¾@8c. At Chicago choice white was 7¾c, yellow 5½@5¾c, brown 4¾@5c, and house 5@5¼c.

### WHY PORK IS MOST POPULAR MEAT.

Thirteen reasons why pork is the most popular meat in the United States are given by Prof. M. D. Hesler of the Iowa State College in his recent able book on "Farm Meats." They are as follows:

First-class cured pork is easily prepared on the farm.

Pork is the most satisfactory meat for curing.

Pork is the most satisfactory meat for shipping long distances and for long storage after reaching its destination.

There is no other meat from which so many products are manufactured.

Hog fat is the most valuable fat produced by any of the meat animals.

Pork is the most nutritious meat.

The hog yields a greater percentage of edible meat than any other domestic animal.

The hog is a very profitable animal to produce.

No other animal equals the lard hog in its fat storing tendency.

The hog is the most efficient animal for converting grain into meat.

Hogs reproduce faster and in greater numbers than any other domestic animals.

In pork production a rapid turnover is made on the money invested.

The hog can be bred to farrow at twelve months of age and then the pigs developed rapidly.

Swine production requires only a small investment in animals and equipment.

## Packinghouse By-Products Markets

### Blood.

Chicago, July 12, 1923.

Sellers asking \$4.10 unit ammonia basis Chicago freight, but buyers evinced no interest.

Unit ammonia.  
Ground ..... \$3.90@4.00  
Crushed and unground ..... 3.65@3.80

### Digester Hog Tankage Materials.

With sellers and buyers 25c per unit ammonia, according to grade of tankage, apart in their views, trades were again few this week.

Unit ammonia.  
Ground, 11½ to 12% ammonia ..... \$3.25@3.35  
Unground, 10 to 11% ammonia ..... 3.00@3.15  
Unground, 7 to 9% ammonia ..... 2.75@2.90

### Fertilizer Tankage Materials.

High grade ground tankage sold for shipment south this week at \$3.00 per unit ammonia f. o. b. Chicago. Trading at most points very narrow.

High grade, ground, 10-11% ammonia ..... \$2.90@3.10  
Lower grade, ground, 6-9% ammonia ..... 2.65@2.80  
Medium to high grade, unground ..... 2.50@2.75  
Low grade and country rend. unground ..... 2.25@2.40  
Hoof meal ..... 3.00@3.10  
Liquid stick ..... 2.65@2.75  
Grinding hoofs, pigs' toes, dry ..... 33.00@35.00

### Bone Meals.

There is said to be an accumulation of both ground and unground, and buyers show indifference.

Per ton.  
Raw bone meal ..... \$28.00@30.00  
Steamed, ground ..... 21.00@24.00  
Steamed, unground ..... 18.00@20.00

### Cracklings.

Prices are offered which sellers will not accept. Latter claim the market is so low that it is a losing game.

Per ton.  
Pork, according to grease and quality ..... \$35.00@65.00  
Beef, according to grease and quality ..... 40.00@50.00

### Bones, Horns and Piths.

Demand from every source, especially the Orient, has shown a big shrinkage. Those who know say it will take a sharp reduction in price to revive interest.

Per ton.  
No. 1 horns ..... \$275.00@300.00  
No. 2 horns ..... 225.00@250.00  
No. 3 horns ..... 150.00@200.00  
Calf ..... 25.00@35.00  
Hoofs, black and striped, unassorted ..... 38.00@40.00  
Hoofs, white, unassorted ..... 60.00@70.00  
Round shin bones, unassorted, heavies ..... 85.00@95.00  
Round shin bones, unassorted, lights ..... 70.00@80.00  
Flat shin bones, unassorted, heavies ..... 65.00@70.00  
Flat shin bones, unassorted, lights ..... 55.00@60.00  
Thigh bones, unassorted, heavies ..... 85.00@95.00  
Thigh bones, unassorted, lights ..... 70.00@80.00

### Glue and Gelatine Stock.

Prices dragging on the bottom of the year thus far, with the tendency still downward.

Per ton.  
Calf stock ..... \$28.00@30.00  
Edible pig skin strips ..... 65.00@70.00  
Rejected manufacturing bones ..... 48.00@50.00  
Horn piths ..... 23.00@25.00  
Cattle jaws, skulls and knuckles ..... 33.00@35.00  
Junk and hotel kitchen bones ..... 23.00@25.00  
Sinews, plizzles and hide trimmings ..... 16.00@17.00

### Hog Hair.

Several resale lots of coil-dried and processed, winter take-off, are appearing on the market, with bids under contract prices. Summer take-off a drug on the market.

### Pig Skin Strips.

Continued liberal marketing of hogs, plus bearishness of buyers, brought about another sharp decline in prices this week, both for tanning and gelatine purposes.

### EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, July 11, 1923.—Not a single sale of New York Ground Tankage has been made within the past week. The fertilizer manufacturers are keeping out of the market, and the producers have no great surplus, therefore, are not offering the material at concessions.

Cracklings have been very much in demand; the 50/55% grade has been selling at about 92½c, and one sale has been reported of the 60% grade of 97½c per unit f. o. b. New York.

Some of the manufacturers are inquiring for fish scrap but seem to be unwilling to pay the prices being quoted by the Fish factories. Nitrate of soda is firm and the importers will not shade the prices being quoted by them in spite of the fact that only a limited tonnage is being booked. There appears to be no demand for potash at present.

## F. C. ROGERS BROKER Provisions

Philadelphia Office:

267 North Front Street

Trenton, N. J.

Frost-Richie Building  
State & Warren Streets

New York Office:

431 West 14th Street

## CHANGES IN EUROPEAN VEGETABLE OIL

### Production Is Now Nearly at Pre War Levels

By J. E. Wren, U. S. Bureau of

[EDITOR'S NOTE.—Important changes are taking place in the production of vegetable oils in Western Europe and their relation to the situation in oils in America. Some of the practical aspects of the matter were presented by J. E. Wren of the U. S. Bureau of Foreign and Domestic Commerce in an interesting address delivered before the Institute of Margarine Manufacturers held recently at Atlantic City. Mr. Wren's conclusions will be of interest to everyone in the industry.]

Renewed competition for the world's supplies of oleaginous raw materials is appearing in western Europe. Production of vegetable oils has reached pre-war levels in Great Britain, Italy, Netherlands, Denmark and Spain, 75 per cent in France, 60 per cent in Germany and 50 per cent of pre-war in Belgium. None of these countries raises its own oilseeds in quantities sufficient to meet its call for oils. Each, therefore, becomes a possible competitor of the United States in the primary markets.

This brings the American margarine manufacturer face to face with the possibility of paying a higher price for imported edible cocoanut and peanut oils, which cannot now be supplied by domestic sources, or to shift to the use of usually higher priced animal fats.

Before the war Europe usually manufactured about 97 per cent of its own vegetable oil needs. The main effect of the war was to transfer a considerable portion of the European manufacturing industry to the United States. European production dropped off about 22 per cent, while that of the United States increased about 17 per cent. Also the total consumption of vegetable oils declined in Europe, the low point being reached about 1919, when it was only consuming approximately 75 per cent as much as in pre-war years.

Since the war western Europe's production has been gradually returning to a pre-war status, its imports of oil-bearing raw material have correspondingly increased, and its imports of oil, including those from the United States, have decreased. The total consumption of vegetable oils in western Europe today is roughly estimated at 90 per cent of its pre-war consumption, a recovery that corresponds fairly well with the recovery in other commodities, as there are very few staple products in which Europe has returned to a full pre-war basis.

#### Now Europe Imports Less Oil.

The European market for imported vegetable oils is rapidly vanishing as production is approaching consumption and net imports last year were small. This may or may not be advantageous to us as far as regaining our Oriental source of supply is concerned. It may represent only another change in demand for raw materials in place of oil as in the case of copra and cocoanut oil.

The lack of raw materials and of labor for the European mills that marked the war years are now replaced by a post-war renewal of supplies of the former through relieved transportation, and of the latter through demobilization. The result is seen in the rapid approach, year by year, of Europe's production to pre-war amounts.

#### Foreign and Domestic Commerce.

Such a condition makes Europe a vanishing import market for the finished oil unless educational propaganda increases the per capita consumption or research develops new uses. The margin between production and consumption of vegetable oils as a whole, as before mentioned, is gradually narrowing and only with an enlargement of gross consumption will the import market expand.

#### European Oil Production.

The production of vegetable oils in western Europe from imported raw materials was approximately 4.5 billion pounds in 1913, 3 billion in 1919, 3.5 billion pounds in 1920, 3.8 billion in 1921, and 4.4 billion in 1922. Western Europe's production, as a whole, is now only 7 per cent behind pre-war amounts, and consumption only 9 per cent. With the present financial and economic conditions of Europe, this certainly represents an increase in the per capita demand for vegetable oils.

Whether such demand is permanent or merely a continuance of war-time practices is a question. Certainly, when herds increase and condition of stock becomes better, more animal fats will be available, and may retard the further expansion in consumption of vegetable oils. The American manufacturer of products such as margarin probably always will, to a limited extent, have a market for his products in Europe. But he would do well to look toward those regions which do not have, and are not likely to develop, their own manufacturing plants.

This applies in particular to Latin American countries where there should be a great potential market in years to come. It would probably require some organized effort on the part of the trade to investigate and develop this field for American manufacturers.

#### Cocoanut and Peanut Oil.

I presume most of you gentlemen are interested in cocoanut oil and peanut oil and their present status in the world oil channels.

Our total importation of copra and oil from all countries amounted in terms of oil to 90 million pounds in 1913, to 614 million pounds in 1918, and to 372 million pounds in 1922. This 1922 quantity represents a decrease of 40 per cent since 1918. Whereas heretofore our main supplies of cocoanut oil have come from the Philippines, Ceylon and the Dutch East Indies, the Philippines now remain our one principal source. We have in former years imported 40 per cent of our cocoanut oil and 45 per cent of our copra from this source, American purchases representing approximately 60 per cent of the total export of cocoanut oil from the Philippines and 20 per cent of the total export of copra over the period 1913 to 1917.

In 1918 the United States took 98 per cent of the cocoanut oil and 100 per cent of the copra exported from the Philippine Islands; in 1922 90 per cent of the oil, but only 45 per cent of the copra, the remain-

ing 55 per cent going mainly to western Europe. If a demand exists here in the United States for cocoanut oil and copra and our main supplies are gradually shifting elsewhere, we had best plan accordingly.

Practically the same situation exists with regard to peanut oil. Our domestic production and imports of Oriental oil were formerly sufficient to meet our requirements. But with recent economic changes the Oriental supply has shifted, and domestic production is insufficient to meet the demand. The price paid for domestic peanuts today, except for off grades, is prohibitive insofar as their use for oil crushing is concerned. Manufacturers, especially of nut margarin, have been compelled to look elsewhere than to the Orient for their oil.

The big question then is, where can these oils be obtained should the worst come to the worst and our domestic supply of both cocoanut and peanut oil be insufficient to meet the demand for human and industrial consumption?

Peanut oil and cocoanut oil being of primary importance, I will briefly indicate the trend of imports and production of these oils in the principal western European countries since the war.

#### German Production Grows.

I have recently made a statistical study of the present European vegetable oil situation and embodied the results in a series of tables which I have brought with me. These tables may be examined by anyone interested.

Germany represents the big question mark to everyone, but I was surprised at the facts which this tabulation disclosed. Germany is, of course, on a net import basis and probably will remain so for some time. The remarkable increase in production year by year since 1919 is what excites one's interest.

Germany before the war produced approximately 1.4 billion pounds of vegetable oils, made up principally of linseed, cocoanut, palm kernel, sesame and rapeseed in the order named. Germany last year produced 800 million pounds of vegetable oils, over half of which was cocoanut oil, with palm kernel, rapeseed, and linseed following in this order. Forty-eight million pounds of peanut oil were produced last year, and Germany's consumption of all vegetable oil is only 25 per cent less than in 1913. As an indication of the rapid recovery in Germany, a report just received from the United States Consul at Hamburg states that 50 new margarin factories have started operating within the past year.

Denmark's imports of cocoanut and peanut oils are about equal to pre-war, but production of both is far in excess. Denmark's average per capita consumption of margarin for the past three years has been 17 kilos, or approximately 37.5 pounds, and its production in 1922 was 55.9 million kilos, or about 122,000,000 pounds. This for a country with a population of about 3,000,000.

#### Italy Takes More Copra.

Italy's imports of cocoanut oil have gradually diminished and imports of copra increased. Italy apparently began crushing copra after the war, by 1921, however, the output amounted to 8 million pounds, in 1922 to approximately 15 million pounds.

Imports of peanut oil increased yearly until 1921 when they reached 28 million pounds, but they fell in 1922 to only a little over 5 million pounds, while the country's production of peanut oil has gradually increased from 1919 on. In that year the output was 2 million pounds, rising to 10 million pounds in 1920, to 17

(Continued on page 48.)

## VEGETABLE OILS

### WEEKLY REVIEW

**THE NATIONAL PROVISIONER** is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

New Lows for Season—Cash Exports Mixed—Weakness Other Markets Effective—Buying Power Limited—Cotton Crop Progress Favorable—Texas Needing Rains.

The past week on the New York Produce Exchange witnessed a decidedly weak market in cotton oil futures, with liquidation on in September, the whole market breaking to new low levels for the season, under a decided lack of buying power and influenced materially by the unsettlement in other markets, with lard almost constantly under pressure and weak, with wheat below a dollar, and cotton very erratic.

With continued enormous marketing of hogs and decidedly mixed reports as to cash demand for oil and compound, added to the unsettled situation prevailing in the oil market, and with the cotton crop making favorable progress under generally good weather conditions, it was not surprising to find the market practically bare of support, excepting from shorts.

The commodity markets for some weeks have been feeling the effect of a lack of speculative interest, inspired by governmental interference and by uncertainty as

to what the next move of the farm organization heads would be, and the recent weakness in commodities, while not lacking foundation for the declines, can very readily be attributed in large part to the fact that speculative activity in all of the markets has been reduced to a minimum—in fact, to only a fractional per cent of what this interest amounted to a few years back.

#### Where Speculation Saved a Market Collapse.

The value of a speculative short interest in the market was also disclosed the past week, for had it not been for the profit-taking by local and outside shorts in oil, a collapse would undoubtedly have been witnessed in values. The only real support to the market was centered in the January delivery, where refiners' brokers absorbed several thousand barrels credited to a local refiner, or to a Western soap interest. This buying tended to create relative strength in the new crop months, and the old crops continued to lose their premium over the distant months. At the low point the August delivery was off 228 points from the season's high, September was off 229, October 215,

November 137, and December 68 points.

Cotton conditions were generally favorable, and good progress was reported; in fact, one private report placed condition at 70.2 compared with the government July 1st report of 69.9. Texas, however, was complaining of the need of moisture, and it was constantly brought to attention that the period of the year when cotton crop scares develop was rapidly approaching.

Between the cotton crop on one hand, the lard situation on the other, and the open interest in August oil, which has been estimated at from 60,000 to 80,000 bbls, the market has worked into a position where even on the decline the situation was uncertain, and few cared to express any positive ideas. The market readily reflected the developments in lard, and rallied very easily at times, but on the bulges there was a lack of speculative support, while the bearish element put sufficient oil in the ring on the upturns to hold the market in check.

#### Watching the August Oil.

The one all-important factor in the outlook at the moment appears to be the possible developments in August oil the

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next two to four weeks. A long account, estimated as high as 50,000 bbls., is in the hands of a refining interest that also does a speculative trade in the market, while other refiners and ring traders are supposedly the shorts.

The situation prevailing in this delivery has developed into an open fight, apparently, as reports have been current that the long interest had sent their agents throughout the country and were booking compound at all sorts of prices, and were stated to have cut the compound level from around 13c to 11½c. From first-hand sources it was stated that a considerable amount of business had been booked, and the local trade felt that this action forecasted the working off of the oil to the trade, with the intention of taking it on delivery on August contracts.

To what extent the selling campaign has been successful remains to be seen, as the other refiners and local trade factors reported very little business booked on the cut in prices. The compound market was extremely unsettled, and was generally quoted around 12c, although some of the leading brands were reported as being held for 13c. The lower levels were close to the pure lard price, and a considerable amount of business could easily have been booked.

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### Monday, July 9.

	Range			Closing
Spot	Sales.	High.	Low.	Bid. Asked
July				1040 a 1100
Aug.	1300	1055	1052	1050 a 1052
Sept.	2800	1040	1031	1031 a 1033
Oct.	1500	950	946	947 a 950
Nov.	1100	864	860	864 a 865
Dec.	200	850	850	852 a 855
Jan.	1100	855	850	853 a 855
Feb.				852 a 865

Total sales, including switches, 9,000  
Prime Crude S. E. 900 nominal.

### Tuesday, July 10.

	Range			Closing
Spot	Sales.	High.	Low.	Bid. Asked
July				1000 a 1044
Aug.	1700	1035	1012	1000 a 1014
Sept.	6200	1020	998	1001 a 1003
Oct.	1200	931	925	925 a 927
Nov.	1800	856	850	853 a 854
Dec.	1600	848	843	843 a 845
Jan.	6100	850	844	845 a 847
Feb.				845 a 855

Total sales, including switches, 20,600  
prime crude S. E. 875 asked.

### Wednesday, July 11.

	Range			Closing
Spot	Sales.	High.	Low.	Bid. Asked
July				1000 a 1075
Aug.	500	1025	1010	1020 a 1030
Sept.	5000	1019	1001	1017 a 1020
Oct.	4000	934	925	933 a 935
Nov.	100	860	860	861 a 862
Dec.	300	850	849	850 a 852
Jan.	500	851	849	850 a 853
Feb.				850 a 865

Total sales, including switches, 10,600  
prime crude S. E. Nominal.

### Thursday, July 12.

	Range			Closing
Spot	Sales.	High.	Low.	Close. Prev. close.
July				10.00@10.75 10.00
Aug.	10.26	10.26	10.24	10.29 10.20
Sept.	10.25	10.10	10.10	10.12 10.70
Oct.	9.38	9.38	9.28	9.31 9.31
Nov.	8.62	8.61	8.58	8.62 8.61
Dec.	8.50	8.50	8.45	8.52 8.50
Jan.	8.55	8.50	8.45	8.55 8.50
Feb.				8.45@ 8.60 8.50

SEE PAGE 41 FOR LATER MARKETS.

**COCONUT OIL.**—A very small demand again featured the cocoanut oil market, and prices were no more than steady, with small sales basis 8c for crude oil, New York, and 7½c coast. Trade demand remained slim, and limited to one or two car lots. Shorts were showing but little interest, while the weakness in other oils, especially cotton-oil, tended to make for nervousness on the part of holders. Copra was about unchanged at 4½c, New York, and 4½c coast. At New York Ceylon type in barrels was quoted at 9¾c; tanks, 8c; Cochin type, barrels, 10@10¼c; edible, barrels, New York, 10½@10¾c.

**SOYA BEAN OIL.**—The market was dull and weak, and in commission house quarters the statement was frequently heard that there was no interest in this oil in any quarter. There were reports of recent business on the coast, tanks, below 9c. A firmer tone in the Orient was without effect, and July-August, coast, was quoted at 6.80c, and New York at 7.15c. At New York crude in barrels was quoted at 11½@11¾c; blown, 14@14½c; New York, tanks, 9½@9½c; coast, tanks, 9c.

**PEANUT OIL.**—The market continued purely nominal, but was very firmly held, notwithstanding the weakness in cotton oil. The Coast reported offerings of Oriental oil at 9½c in bond. The Government report placed the condition of the Southern peanut crop July 1 at 79.8 against 85.3 the same time last year. At New York crude in barrels was nominal; tanks, f. o. b. mills, quoted 12@12½c; deodorized, 16@16½c.

**CORN OIL.**—Considerable weakness developed in the market, owing to a lack of demand, and following the sharp slump in cotton oil. Western crude corn oil was re-

ported offered at 8c, a new low for the movement. At New York crude in barrels was nominally 10c; tanks, Chicago, quoted at 8@8½c; refined, barrels, New York, 12½@13½c; cases, \$13.38.

**PALM OIL.**—A limited business was reported, with the easier trend in tallow again the feature. Re-sale oil was pressing on the market, notwithstanding the fact that import costs were above spot levels. At New York Lagos spot was quoted at 6½@7c; shipment, 7½@7½c; Niger spot, 6½c; shipment, 6½@7c.

**PALM KERNEL OIL.**—The market was a shade easier with demand reported slow and offerings a little larger, with imported at New York 8½@8½c.

**COTTONSEED OIL.**—Demand was reported better in spots, but generally spotted; the undertone was weak. P. S. Y. spot, barrels, New York, 10½@10½c; bleachable tanks, f. o. b. mills, 9½@9½c; southeast crude, 8½c asked; Texas Sept., 7½c nom.; Oct.-Nov., 6½c nom.

#### SOUTHERN MARKETS.

##### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., July 12, 1923.—Old stock crude cotton oil is exhausted in the Valley. Refined oil dull to steady. Meal and hulls are unchanged. Mills expect to start crushing seed two to four weeks later than last year.

#### COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York from July 1 to July 10, 1923, according to unofficial reports, were 100 bbls.

#### MISSISSIPPI CRUSHERS IN SESSION.

The twelfth annual convention of the Mississippi Cottonseed Crushers' Association, held at Gulfport, Miss., June 26 and 27, was largely attended and from all points of view was the most satisfactory ever held.

Many of the members were there with their entire families, coming through the country in cars which were kept constantly in use after adjournment each day, going up and down the coast for twenty-five miles each way, accepting the hospitalities and taking advantage of the many forms of amusement and entertainment that Biloxi, Mississippi City, Beauvoir, Ocean Springs, Bay St. Louis and the several other coast towns, in addition to Gulfport, afford.

President Robins' address at the opening session was a very strong one. He called attention to activities of the Association for past year, matters that would require constant watching the coming twelve months, and made a plea as such a hard-headed business man can make for getting the business, not alone in Mississippi, but all over the country, on a sound business basis.

All he said had the hearty second of Mr. S. J. Cassels, president of the Interstate Cottonseed Crushers' Association, in his address. He impressively brought out the necessity of a fuller membership in both State and Interstate Associations. Mr. Kimball of the State Plant Board also spoke appealingly on these lines.

Addresses by Dr. Harper, Director of the Soil Improvement Bureau of the Southern Fertilizer Association, and Dr. Jenkins, speaking for Dr. Hunter of the Federal Horticultural Board, who could not

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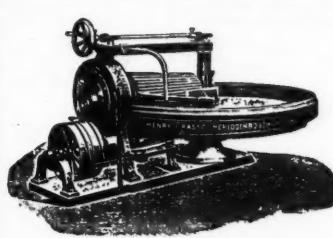
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The Mississippi members do not hesitate to express their appreciation of the devoted efforts of Secretary Forrester every week in the year for the benefit of the organization and the industry, and to attribute to him much of the success of the organization.

#### FOREIGN EXCHANGE SITUATION.

Editor's Note—This statement is prepared weekly by the Institute of American Meat Packers from information obtained from The Merchants' Loan & Trust Company, Chicago, Ill.

Country	Monetary unit.	Par value in U. S. money.	Value on July 12.
Austria—Krone	...	\$.203	.00001425
Belgium—Franc	...	.193	.0497
Czecho-Slovakia—Krone	...	...	.03015
Denmark—Krone	...	.268	.1759
Finland—Finnmark	...	.193	.0277
France—Franc	...	.193	.05965
Germany—Mark	...	.238	.000005375
Great Britain—Pound	...	.4860	.4583%
Greece—Drachma	...	.193	.0203
Italy—Lira	...	.498	.495
Japan—Yen	...	...	...
Jugo-Slavin—Krone	...	...	...
Netherlands—Florin	...	.402	.3909
Norway—Krone	...	.268	.1631
Poland—Polish mark	...	...	.0000085
Romania—Leu	...	.193	.00525
Russia—Rouble	...	.515	...
Servia—Dinar	...	.193	.0107
Spain—Peseta	...	.193	.1449
Sweden—Krona	...	.268	.2647
Switzerland—Franc	...	.193	.1946
Turkey—Turkish pound	...	.440	...

\*No par of exchange has been determined upon and will probably not be fixed until after the Allies have decided upon all of the requirements from those countries.

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THESE wonderful results are accomplished by the installation of 8 Point “BOSS” Belt Scraper Stars and attaching *end control gate*.

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To clean hogs they must be properly scalded. As hogs do not scald alike, no large Dehairers, whatever their capacity is and what is claimed for them, are able to clean individual hogs as perfectly as is done by “BOSS” U Dehairers equipped with this simple device.

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# THE WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS.

### Provisions and Lard.

Provisions continued heavy toward the close of the week, with larger hog receipts than expected, limited cash demand and commission house selling. But packers supported the market and the outward movement of lard was larger. Domestic trade was fairly good. Foreign demand was reported quiet.

### Cottonseed Oil.

Cottonseed oil was dull and fluctuating with lard. Cash trade was very quiet. High temperatures in Texas and Oklahoma were complained of. It was reported on Friday that a leading August "long" switched fifteen thousand barrels of August contracts to bleachable with a refining "short." It is said that other refiners intend delivering August out unless cash trade improves, and it is almost certain that 2,200 bbls. of oil in store in New York will be delivered unless the situation changes in the next few weeks. Southwest immediate crude, 8½c asked; Texas, August, 8½c.

Quotations on cottonseed oil at Friday noon were: July, \$10.00@10.75; August, \$10.26@10.35; September, \$10.11@10.16; October, \$9.28@9.30; November, \$8.53@8.63; December, \$8.47@9.00; January, \$8.50@8.51.

### Tallow.

Extra, 6¾c.

### Oleo Oil and Stearine.

Oleo stearine, 8½@9¼c; extra oleo oil, 12c.

### FRIDAY'S GENERAL MARKETS.

New York, July 13, 1923.—Spot lard at New York, prime western, \$11.50@11.60; Middle West, \$11.35@11.45; city steam, \$11.00; refined continent, \$12.25; South American, \$12.50; Brazil kegs, \$13.50; compound, \$11.50@12.00.

### Liverpool Provision Markets.

Liverpool, July 13, 1923.—(By Cable.)—Quotations today: Shoulders, square, 62s; shoulders, picnics, 51s; hams, long cut, 90s; hams, American cut, 95s; bacon, Cumberland cut, 70s; bacon, short backs, 66s; bacon, Wiltshire, 72s; bellies, clear, 66s; Australian tallow, 41s 9d; spot lard, 62s 5d.

### Hull Oil Market.

Hull, England, July 13, 1923.—(By Cable.)—Refined cottonseed oil, 41s 6d; crude cottonseed oil, 37s.

### SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending July 7, 1923:

#### CATTLE.

	Week-ending	Previous	Cor.
	July 7.	week.	1922.
Chicago	17,071	37,779	29,053
Kansas City	20,248	27,059	19,716
Omaha	11,360	22,673	13,969
East St. Louis	5,088	13,367	7,576
St. Joseph	4,500	6,801	5,373
Sioux City	4,178	7,441	3,412
Omaha	660	1,051	658
Philadelphia	1,415	2,142	5,685
Indianapolis	1,279	1,412	1,090
Boston	1,109	1,118	...

#### HOGS.

	Chicago	Kansas City	Omaha	East St. Louis	St. Joseph	Sioux City	Omaha	Philadelphia	Indianapolis	Boston
	114,900	155,600	97,642							
	27,943	34,436	30,609							
	49,792	62,696	36,142							
	30,414	49,786	25,321							
	491	45,600	22,058							
	31,484	37,993	21,389							
	14,106	18,129	15,206							
	33,384	15,845	7,318							
	14,064	16,600	14,102							
	19,908	30,073	20,654							
	17,713	21,152	20,549							

#### SHEEP.

	Chicago	Kansas City	Omaha	East St. Louis	St. Joseph	Sioux City	Omaha	Philadelphia	Indianapolis	Boston
	32,592	38,832	45,003							
	17,553	19,989	13,001							
	29,187	8,444	17,885							
	6,377	15,511	15,552							
	10,331	10,925	9,390							
	633	909	425							
	187	226	335							
	5,012	5,822	6,061							
	533	534	668							
	207	485	299							
	4,884	8,226	...							
	4,884	8,226	5,161							

### ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef of the week up to July 13, 1923, show exports from that country were as follows: To England, 113,088 quarters; to the Continent, 11,779 quarters; to other ports, none. Exports for the previous week were as follows: To England, 104,232 quarters; to the Continent, 32,017 quarters; to other ports, none.

### CANADIAN LIVESTOCK MARKETS.

Sales of livestock at chief Canadian centers, with number of livestock billed through for the week ending July 5, 1923, are reported as follows by the Markets Intelligence Division of the Dominion Department of Agriculture, as compared to a week and a year ago:

#### CATTLE.

	Sales			
	Week ended	Same week,	Year to date,	Year to date,
Toronto	4,936	6,877	163,163	146,312
Montreal (W.)	198	635	522	270
Montreal (E.)	391	522	10,581	13,013
Winnipeg	2,902	2,629	80,123	52,605
Calgary	780	717	30,554	25,957
Edmonton	306	437	18,364	17,710

	Billed through			
	Week ended	Same week,	Year to date,	Year to date,
Toronto	438	456	18,585	20,101
Montreal (W.)	737	31	24,218	15,325
Montreal (E.)	440	...	11,841	4,533
Winnipeg	364	165	11,438	5,824
Calgary	143	150	3,831	5,996
Edmonton	...	...	302	108

	Total			
	Week ended	Same week,	Year to date,	Year to date,
Toronto	9,833	11,817	317,061	216,488

#### CALVES.

	Sales			
	Week ended	Same week,	Year to date,	Year to date,
Toronto	1,195	2,113	46,438	50,856
Montreal (W.)	1,319	1,341	32,977	36,003
Montreal (E.)	992	940	23,051	30,626
Winnipeg	704	508	10,657	9,120
Calgary	182	81	3,438	2,642
Edmonton	145	101	2,487	2,330

	Total			
	Week ended	Same week,	Year to date,	Year to date,
Toronto	4,728	5,084	119,948	131,577

#### SALES.

	Billed through			
	Week ended	Same week,	Year to date,	Year to date,
Toronto	1,210	350	23,925	11,020
Montreal (W.)	517	109	1,672	3,843
Montreal (E.)	60	554	176	...
Winnipeg	79	612	43,488	10,202
Calgary	196	82	10,399	2,151
Edmonton	59	...	656	707

	Total			
	Week ended	Same week,	Year to date,	Year to date,
Toronto	2,061	1,213	80,690	28,099

#### SHEEP.

	Sales			
	Week ended	Same week,	Year to date,	Year to date,
Toronto	1,679	3,884	40,944	38,720
Montreal (W.)	1,121	2,345	10,384	16,160
Montreal (E.)	829	1,160	4,043	13,902
Winnipeg	520	965	9,290	11,896
Calgary	87	846	25,487	27,227
Edmonton	80	240	1,348	3,295

	Total			
	Week ended	Same week,	Year to date,	Year to date,
Toronto	4,364	9,970	92,080	110,179

#### BILLED THROUGH.

	Week ended			
	July 5.	Same week,	Year to date,	Year to date,
Toronto	3,450	3,450	7,063	...
Montreal (W.)	2	3,286	...	...
Montreal (E.)	...	298	4	...
Winnipeg	7,643	9,744	...	...
Calgary	225	2,959	4,476	...
Edmonton	...	...	126	...

	Total			
	Week ended	Same week,	Year to date,	Year to date,
Toronto	227	17,645	21,440	...

### RECEIPTS AT CENTERS.

#### SATURDAY, JULY 7, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	500	11,000	11,000</

## LIVE STOCK MARKETS

### CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Union Stock Yards, Chicago, July 12.

**CATTLE**—Beef steers and yearlings after declining earlier in the week, regained practically all the loss and closed the week about in line with a week ago. In instances medium yearlings finished higher, while good to choice matured steers, the biggest losers early, closed a shade lower. Top matured steers, some of them rather light in weight, rested at \$11.50, and best long yearlings stopped at \$11.35. Scarcity marked the supply of she-stock, bulls and veal calves. Uneven upturns of 25c to 75c were scored by she-stock, medium to good light heifers advancing most. The buying scramble for bologna bulls resulted in 85c price appreciation, while veal calves after reaching \$12.50@13.00 levels, reacted downward although closing prices were 50c to 75c higher than a week earlier.

**HOGS**—Last week's sharp rise weakened the country and 86,147, a July record, were marketed on Monday. Prices were hard hit late last week and early this week, but some recovery was later noted. Good and choice grades, which met a readier release, closed with mild advances. Less desirable kinds were slow sale and show net losses of 15c to 25c for the week. Shippers were less active, approximately 39,000 going to this account, as against 41,000 same days last week. The trade has been bullish and part of the large daily holdovers included many good kinds kept off the market for higher prices.

**SHEEP**—With western lambs running strong, a total of 133 cars arriving from that section, and packers acquiring a heavy direct supply from southern points, lamb prices had declined \$1.00 to \$1.25 at the week's low time. A shrinkage in arrivals the last two days, however, has had a strengthening influence and prices on this class are closing only \$1.00 lower with best at \$15.25. With the exception of one double of Western feeding yearling wethers which cashed at \$9.85, only odd lots of natives have been offered in this class and they have shown a corresponding loss with lambs. Aged sheep of all classes have arrived in such small quantities as to force some strength on the market especially on weighty ewes.

### KANSAS CITY.

(By Wire from U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., July 12.

**CATTLE**—More liberal receipts of cattle for this season of the year was responsible for a weaker undertone and slight reductions in prices on anything but the better grades of stock, which were

rather small in quota. Good to choice beef steers and yearlings were in demand at all times and are selling strong to 25c higher than a week ago, with most of the advance shown on the lighter kinds. Prime Missouri fed steers made the top at \$11.10, while yearlings sold up to \$10.75. Quite a few straight grass steers from Kansas, Texas, Oklahoma and California have been marketed, with Texas cake-feds included. Better grades of fat cows and heifers have been scarce and prices have held around steady, while the in-between grades have been numerous and are weak to 25c lower. Canners and cutters sold unevenly but are closing fully in line with a week ago. Bulk of desirable cows suitable for carcass beef ranged from \$4.00@5.50. Bulls have been scarce throughout the week and closing prices are 25@50c over a week ago. Calf prices are mostly 50c higher; choice vealers sold up to \$9.50 to packers, while sorted lots went to shippers at \$9.75.

**HOGS**—Although hog receipts for the week are somewhat larger than the previous week, prices are 20@30c higher for

that period. Increased shipping demand, especially for light weights, has been mainly responsible for the upturn in values. The margin in prices between lights and butchers which has prevailed recently has been practically erased, and both classes are about on the same price level. Desirable 180 to 300-lb. averages are selling from \$7.40@7.50, with top kinds at \$7.55, while heavy packing sows are going from \$6.10@6.25.

**SHEEP**—The first Idaho lambs of the season arrived at the week's start and made the week's top price at \$15.00. Lamb values hit the season's low point on Tuesday but some reaction later leaves prices 50@75c lower than a week previous. Sheep are around 25c lower and Texas continues to supply the bulk of the arrivals.

### ST. LOUIS.

(By Wire from U. S. Bureau of Agricultural Economics.)

National Stock Yards, Ill., July 12.

**CATTLE**—Despite somewhat better beef conditions in the East, all but strictly choice native beef steers sold lower, the decline amounting to 25c. While Westerns

### LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, July 12, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

	CHICAGO.	KANSAS CITY.	OMAHA.	E. ST. LOUIS.	ST. PAUL.
<b>Hogs:</b>					
TOP	\$ 7.80	\$ 7.55	\$ 7.30	\$ 7.85	\$ 7.35
BULLS, OF SALES	6.85@ 7.05	7.00@ 7.50	6.00@ 7.25	7.60@ 7.80	6.00@ 7.25
Hvy. wt. (250-350 lbs.), med.-ch.	6.75@ 7.65	7.30@ 7.50	6.85@ 7.25	7.15@ 7.60	6.75@ 7.25
Med. wt. (200-250 lbs.), med.-ch.	6.75@ 7.80	7.35@ 7.53	7.00@ 7.30	7.40@ 7.80	6.80@ 7.25
Lt. wt. (160-200 lbs.), com.-ch.	6.85@ 7.80	7.60@ 7.50	6.50@ 7.25	7.30@ 7.85	7.10@ 7.35
Lt. lt. (130-160 lbs.), com.-ch.	6.75@ 7.70	6.40@ 7.30	6.60@ 7.00	6.85@ 7.85	7.10@ 7.35
Pkg. hogs, smooth	6.00@ 6.65	6.15@ 6.25	6.25@ 6.50	6.00@ 6.10	6.00@ 6.50
Pkg. hogs, rough	5.75@ 6.10	6.00@ 6.15	6.00@ 6.25	5.10@ 6.00	5.50@ 6.00
Sight. pigs (130 lbs. down), med.-ch.	6.40@ 7.10	...@ ...	...@ ...	6.25@ 7.40	5.50@ 6.35
For. and strk. pigs (130 lbs. down), com.-ch.	...@ ...	6.00@ 6.65	4.50@ 5.50	5.75@ 6.75	4.00@ 6.35
<b>Slaughter Cattle and Calves:</b>		(Soft or oily hogs and roasting pigs excluded.)			
STEERS (1,100 LBS. UP):					
Choice and prime	10.65@11.65	10.50@11.25	10.35@11.25	10.50@11.40	9.75@10.75
Good	9.00@10.65	9.50@10.50	9.80@10.35	9.75@10.50	9.00@ 9.75
Medium	8.75@10.00	8.50@ 9.50	8.25@ 9.60	8.00@ 9.75	7.50@ 9.00
Common	7.25@ 8.75	6.75@ 8.50	6.75@ 8.25	5.75@ 8.00	6.25@ 7.50
STEERS (1,100 LBS. DOWN):					
Choice and prime	10.50@11.40	10.25@11.00	10.25@11.00	10.25@11.40	9.75@10.75
Good	9.90@10.50	9.00@10.25	9.25@10.25	9.50@10.25	9.00@ 9.75
Medium	8.50@ 9.90	8.00@ 9.00	8.00@ 9.25	7.75@ 9.50	7.50@ 9.00
Common	6.00@ 8.50	6.00@ 8.00	6.00@ 8.00	5.50@ 7.75	6.00@ 7.50
Canner and cutter	3.50@ 5.75	3.00@ 5.75	...@ ...	3.00@ 5.25	3.00@ 5.75
LT. YRLG. STEERS AND HEIFERS:					
Good-prime (800 lbs. down)	9.35@11.35	8.60@10.40	8.75@10.75	8.75@10.25	8.50@10.50
HEIFERS:					
Good-choice (850 lbs. up)	8.50@10.35	7.00@ 8.75	7.00@ 9.50	7.50@ 8.50	7.50@ 9.50
Com. and med. (all weights)	6.25@ 8.65	4.25@ 6.75	5.00@ 7.00	4.25@ 7.50	5.00@ 7.50
COWS:					
Good-choice	6.50@ 8.90	5.75@ 7.35	5.50@ 8.10	6.00@ 7.25	6.00@ 7.50
Common and medium	4.00@ 6.50	3.15@ 5.50	4.00@ 5.50	4.00@ 5.75	3.25@ 6.00
Canners and cutters	2.75@ 4.00	2.00@ 3.50	2.00@ 4.00	2.00@ 3.75	1.75@ 3.25
BULLS:					
Good-ch. (beef yrlgs. excluded)	5.50@ 7.50	4.90@ 6.50	4.75@ 7.25	5.25@ 7.00	5.00@ 6.00
Can.-med. (canner and bologna)	4.40@ 6.00	3.50@ 4.75	3.75@ 4.75	2.75@ 5.25	2.50@ 5.00
CALVES:					
Med.-ch. (190 lbs. down)	9.50@11.65	6.50@ 9.75	7.50@11.00	7.50@11.00	6.00@10.00
Cull and com. (190 lbs. down)	6.00@ 8.00	3.00@ 6.25	4.50@ 8.00	3.00@ 7.25	4.00@ 6.00
Med.-ch. (190-260 lbs.)	7.25@11.25	6.25@ 9.50	6.00@ 9.00	7.00@ 8.50	5.00@ 8.50
Med.-ch. (260 lbs. up)	5.50@10.00	5.75@ 8.25	4.50@ 9.50	6.00@ 8.00	4.50@ 8.00
Cull and com. (190 lbs. up)	3.50@ 7.25	3.00@ 5.50	4.00@ 7.00	2.50@ 5.50	2.50@ 4.50
Feeder and Stocker Cattle and Calves:					
Steers, com.-ch. (750 lbs. up)	5.85@ 8.50	4.75@ 8.75	6.00@ 8.50	5.00@ 8.50	4.50@ 1.50
Steers, com.-ch. (750 lbs. down)	4.60@ 8.40	4.25@ 8.50	5.00@ 8.25	4.50@ 8.50	4.00@ 6.00
Steers, inferior (all weights)	3.75@ 4.50	3.00@ 4.50	4.00@ 5.00	3.00@ 4.50	3.00@ 4.50
Cows, and heifers, com. choice	3.25@ 6.00	3.00@ 6.25	3.25@ 5.85	2.50@ 5.50	3.50@ 4.50
Calves, com.-choice	...@ ...	4.50@ 7.75	4.75@ 8.00	...@ ...	3.50@ 7.00
Slaughter Sheep and Lambs:					
Lambs, med.-pr. (84 lbs. down)	12.50@15.25	6.50@ 9.75	7.50@11.00	7.50@11.00	6.00@10.00
Lambs, canner and com. (all wts.)	7.50@12.25	8.00@12.50	6.50@12.00	7.50@11.50	6.50@12.00
Yearlings, wethers, med.-prime	9.25@13.00	8.50@12.00	9.50@12.25	8.50@12.50	8.50@12.50
Wethers, med.-pr. (2-yr.-olds up)	4.50@ 8.50	5.25@ 8.25	4.50@ 7.50	4.50@ 8.00	3.50@ 7.50
Ewes, common-choice	3.50@ 7.00	3.50@ 6.50	3.00@ 6.00	3.00@ 6.00	2.00@ 6.25
Ewes, canner and com.	1.00@ 3.00	1.00@ 3.50	1.00@ 3.00	1.00@ 3.00	1.00@ 2.00
Feeding Sheep and Lambs:					
RANGE STOCK:					
Feeding lambs, med.-choice	12.25@13.00	...@ ...	9.75@12.75	...@ ...	...@ ...

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and light yearlings and heifers held steady, beef cows, cannery and bologna bulls advanced 25c, with light vealers up 50c to \$1.00. Best long yearlings registered \$11.40; matured steers, \$11.25; light yearlings, \$10.50; heifers, \$10.25. Bulk of beef steers and light yearlings and heifers scored \$8.50@10.00; western steers, \$5.75@7.85.

**HOGS**—Record July runs on Monday and Tuesday caused prices to slump badly on the hog market but with later supplies below normal salesmen were able to replace most of this loss. On Tuesday the week's low day top stood at \$7.45, with bulk \$7.25@7.40. Top today at \$7.85. Medium weight and heavy butchers reflected a 10@15c decline from one week ago. Pigs are about 25c lower and packing sows steady. Good 120 to 130-lb. pigs are selling mostly at \$7.00@7.25; packing sows, \$6.00.

**SHEEP**—Normal receipts of lambs met with very slow call and prices gave way sharply, most depreciation being on good kinds, which are \$1.50@1.75 lower. Culls are mostly \$1.00 off. Top today was \$13.50; bulk, \$12.75@13.50; culls, \$6.50. Light supplies sustained sheep prices, light mutton ewes bringing \$5.50, heavies, \$3.50.

### LOUISVILLE.

(Special Letter to The National Provisioner.)

Louisville, Ky., July 11, 1923.

A fairly good supply of cattle arrived the first half of the week and with a good active demand prices were steady to 25c higher on all desirable killing classes, which were rather scarce. The medium and plainer offerings were slow but sold around steady with the previous week's close. The heavy steer trade was slow, two loads of steers, averaging 1,250 pounds, brought \$9.25, the top of the market. A brisk call was noted for good stockers and feeding steers, with the medium and plainer kinds more active than the past few weeks at unchanged prices. Bull values were steady.

Cattle quotations are as follows: Prime heavy steers, \$8.50@9.50; heavy shipping steers, \$8.00@8.50; fat heifers, \$5.00@9.00; fat cows, \$5.00@7.00; common to good, \$2.50@5.00; cutters, \$2.50; cannery, \$1.50@2.00; bulls, \$3.00@5.25.

Hog values declined materially the first two days of this week, but showed a slight recovery today with prospects for a stronger market the balance of the week. Supply has been fair, numbering 7,300 for the first half of the week. A good active demand is noted from local as well as outside packers. Top hogs, 120 pounds up, \$7.50; 120 pounds down, \$5.90; throwouts, \$5.75 down.

A good supply of sheep and lambs have arrived so far this week, nearly 15,000. The demand has been active but with over 7,000 today, prices broke fully 50c on lambs, while sheep continue steady. Bulk of the top lambs brought \$14.00, several loads of choice lambs sold for \$14.50, with one load of ewes and wethers at \$15.00. Seconds from \$6.00 to \$6.50. The best fat light sheep, \$5.00; heavy sheep, \$3.00; bucks, \$3.00 down. A good active demand is noted for the best stock ewes.

### ST. JOSEPH.

(Special Letter to The National Provisioner.)

So. St. Joseph, Mo.

Cattle receipts were liberal for the first two days this week, numbering around 6,000. Beef steers were plentiful and included a sprinkling of Kansas, Texas and California. There was a slow tone to the trade on both days, due largely to excessive fills, and the market worked a shade lower. Compared with last week's close best fed steers are steady, while others are mostly 15@25c lower. Best steers sold at \$10.50@10.65, with bulk of feed kinds \$9.00@10.60. Kansas steers sold \$7.15@8.70; fed Texas \$8.90@9.10. There was a fair demand for yearlings and prices are steady to 15c lower. Best sold at \$10.50 with most sales \$8.50@9.25. Cows and heifers show no change for the period. Best cows sold up to \$6.75 and common cannery ranged down to \$1.50. Oklahoma cows sold \$4.00@5.25. Texas \$3.00@5.00 and Kansas \$5.50. Grass heifers sold \$4.50@6.00 and fed kinds ranged up to \$9.50. Bulls held a steady basis, with \$3.50@5.00, taking most offerings.

Calves show little change, best veals selling at \$9.00 and common kinds down to \$4.00. There was a fair showing of stockers and feeder cattle, quality was only fair, and prices show little change. Western stockers sold \$4.00@6.25 and a few natives went a little higher. Stock cows sold \$3.00@3.50 and heifers \$4.25@5.00.

There was a heavy run of hogs at all points and the market declined 30@40c in two days. Tuesday's trade ruled 5@10c lower with the top at \$7.20, and bulk of sales \$6.60@7.10. Packing sows sold \$5.75@5.85 and stags \$4.75.

There was a weak tone to the lamb market and prices broke \$1.00@1.25 in two days. Native lambs sold Tuesday at \$13.75 against \$15.00 on last week's close. Western quoted at \$14.25@14.50 for choice kinds. Clipped lambs sold at \$13.50 Monday. Idaho feeding lambs sold at \$12.50. Aged sheep held steady during the two days. Ewes sold largely at \$5.00@6.00. Wethers and yearlings were scarce.

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### OMAHA.

(By Wire from U. S. Bureau of Agricultural Economics.)

Omaha, Neb., July 12.

**CATTLE**—Increased receipts together with other bearish influences resulted in an uneven market for killing cattle. Breadth to shipping demand resulted in sellers maintaining prices on the good and choice dry lot steers and she-stock, but drift to prices on other grades was downward, loss in most cases being quoted at 15@25c, with medium yearlings off as much as 25@40c from a week ago. Top for the week on both strong weight and medium steers reached \$11.00, with practical top on yearlings \$10.50, long yearlings up to \$10.90, and best grass steers \$7.50. Heifers sold up to \$9.00; cannery and cutters held steady; bulls advanced fully 25c; beef bulls up to \$7.25; veals strong; selected lights today, \$11.00.

**HOGS**—Sharp fluctuations have featured the hog trade. Declines of 50@75c were recorded Saturday and Monday, while balance of the period has been featured by reactions, and today's price list stands at 15@25c higher than a week ago. Top today, \$7.30; smooth packing sows, \$6.25@6.50.

**SHEEP**—A net loss of 50@75c is noted on lambs and yearlings from a week ago. Sharp declines were noted the close of last week and the first two days of this week, while today's deals showed strength. Choice Western fat lambs cleared today at \$14.75, with natives \$14.00@14.40; fed clipped lambs, \$12.50@13.25. Sheep are unchanged; light ewes firm, \$5.00@5.75; heavy ewes, \$4.00@5.00.

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Bourbon Stock Yards  
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References: Dun & Bradstreet

July 14, 1923.

## SIOUX CITY.

(Special Letter to The National Provisioner.)

Sioux City, Ia., July 11.

Middle of the week found the weather cooled down very materially, and this helped the demand somewhat. Receipts of 8,000 for the half week are seasonal in number, but include too many immature and washy cattle, that have been filling out in grass pastures. The Wednesday market showed a stronger tone for fat dry lot cattle and held steady for the less attractive grades. Prices current standing around 25 cents lower than at high time of the previous week. No fancy steers were offered, the best sold being a choice grade of heavies at \$10.50; not many of the dry lot grades were of quality to sell above \$10, and the bulk of beef steers were styles to sell in a range of \$9.25@10 for fair to good lots, from \$9 down to \$8 and under for common to fair quality. Few really attractive fat cows and heifers are coming. Fancy yearling heifers are quotable up to \$10, but few are selling up to \$9, and the bulk of beef cows and heifers sell at \$5@6.50; canners down as low as \$2; top veals, \$11.

It is an "on again off again" market for hogs—and this was an "on again" day. Receipts of 11,000 making 35,000 for the half week. The market averaged 15 cents higher than on the previous day. Tops sold at \$7.05, and the bulk at \$6.25@7. Reports are still of a good many hogs in Sioux City territory, but it is believed in trade circles that there will be some falling off from now on.

Not enough sheep here to make a market, but undertone is weak at this time.

## ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minn. Dept. of Agriculture.)

South St. Paul, Minn., July 11.

Better grades of dryfed cattle are not coming in sufficient numbers to supply the local demand, and such kinds are selling relatively well at this point.

The past week's trade was featured by the sale of baby beees at \$11.00, setting a new top in the fat cattle trade here for the year to date. These were pure bred shorthorns averaging 1,048 pounds, fed experimentally at the Minnesota State University Farm.

Bulk of receipts here are of the grass-fed varieties. Receipts for the week to date total around 8,500, but the supply has been barely equal to a relatively broad demand and prices are generally 25c or more higher than a week ago.

The hog market took a lower turn at the week's opening but prices were strong to 25c higher today, placing current values 25c or more higher than a week ago. A few loads of good to choice 150 to 180 lb. averages brought \$7.20, with a considerable number of good and choice 175 to 325-lb. hogs at \$7.10, and bulk of the better grade of butcher and bacon hogs of all weights to packers at \$7.00. Sows are selling mostly from \$5.75 to \$6.25, bulk at \$6.00. Pigs brought mostly \$6.25 to \$6.35.

Fat lambs are \$1.00 to \$1.50 lower than a week ago, bulk now selling at \$13.25 to \$13.50, seconds or culs mostly \$7.50. Light and heavyweight ewes cashing mostly at \$6.00 are about steady for the period, while heavy ewes now selling largely at \$3.00 show a price cut of 50c for the week.

## BUFFALO MEAT SUPPLIES.

Receipts and disposition of livestock at Buffalo, N. Y., for the month of June, 1923, are reported by the U. S. Bureau of Agricultural Economics as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts (includes "drive-ins")	20,558	29,152	116,956	39,084
Total shipments (includes "drive-outs")	13,145	20,883	58,118	33,287
Local slaughter (includes "drive-outs")	7,188	8,269	58,838	6,147

\*Include goats.

## STOCKYARDS REWEIGHING CHARGES.

Effective date of the order issued by the Secretary of Agriculture through the Packer's and Stockyards Administration, requiring the stockyards companies at Chicago and Omaha to cease from certain discriminatory reweighing and yardage charges, has been extended from July 10 to August 1, according to an announcement issued by the Department.

Both the Union Stockyards Company at Omaha and the Union Stockyards and Transit Company of Chicago are charged with exacting a service and weighing charge equal to one-half the regular yardage charge on all livestock weighed over their scales the second and successive time, with certain exceptions in which no charge was made. These exceptions were the basis for the order issued on June 22, in which the charges were declared discriminatory and the respondent companies ordered to cease from the practice, effective July 10.

After the issuance of the original order it appeared that further time should be granted the respondents to give them an opportunity to prepare and file a new tariff amending the tariff now on file, so as to provide for a reasonable and non-discriminatory rate or charge for the service of reweighing. Therefore, the effective date of the order was extended to August 1.

## PACKERS' PURCHASES.

Purchase of livestock by packers at principal centers for the week ending Saturday, July 7, 1923, are reported to The National Provisioner as follows:

## CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	3,157	10,300	9,544
Swift & Co.	4,162	10,200	12,510
Morris & Co.	3,149	9,600	5,227
Wilson & Co.	3,927	10,500	5,311
Anglo-Amer. Prov. Co.	642	5,300	—
G. H. Hammond Co.	1,898	6,800	—
Brennan Packing Co.	5,700	hogs; Miller & Hart, 4,700 hogs; Independent Packing Co., 3,900 hogs; Boyd, Lunham & Co., 6,200 hogs; Western Packing & Provision Co., 12,500 hogs; Roberts & Oake, 3,900 hogs; others, 16,600 hogs.	—

## KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,882	1,647	5,565	3,318
Cudahy Pkg. Co.	2,051	1,211	4,394	3,732
Fowler Pkg. Co.	325	64	—	—
Morris & Co.	2,576	1,597	3,621	2,301
Swift & Co.	2,471	1,045	8,052	3,068
Wilson & Co.	2,493	411	4,619	5,003
Local butchers	586	201	1,600	66

Total 13,384 6,776 27,851 17,488

## OMAHA.

	Cattle	and calves.	Hogs.	Sheep.
Armour & Co.	2,429	10,935	10,605	—
Cudahy Pkg. Co.	3,008	14,134	8,514	—
Dold Pkg. Co.	1,228	6,074	—	—
Morris & Co.	2,438	6,777	5,976	—
Swift & Co.	2,406	12,238	9,777	—
M. Glassberg	28	—	—	—

Total 13,039 73,305 35,254

## ST. LOUIS.

	Cattle	and calves.	Hogs.	Sheep.
Armour & Co.	2,294	1,906	6,296	—
Swift & Co.	2,475	5,738	5,542	—
Morris & Co.	646	2,242	4,004	—
St. Louis Dressed Beef Co.	1,128	—	—	—
Independent Pkg. Co.	550	—	65	—
East Side Pkg. Co.	395	850	203	—
American Pkg. Co.	137	2,134	31	—
Hill Pkg. Co.	22	1,530	—	—
Krey Pkg. Co.	50	300	—	—
Sartorius Prov. Co.	21	150	—	—
Siefert Pkg. Co.	15	961	—	—
Butchers	14,664	30,130	4,107	—

Total 22,687 45,952 20,248

## SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,476	87	19,961	209
Armour & Co.	1,340	12	20,273	153
Swift & Co.	790	4	620	—
Sacks Bros. Pkg. Co.	48	27	—	—
Smith Bros. Pkg. Co.	32	5	—	—
Local butchers	76	24	—	—
Eastern packers	1	—	25,311	—

Total 3,763 159 66,195 362

## ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,541	198	14,513	—
Armour & Co.	1,401	157	6,335	2,903
Morris & Co.	943	164	7,514	1,148
Others	2,176	122	5,850	656

Total 6,061 641 34,212 10,987

## ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	1,035	2,430	13,223	680
Hertz & Riffkin	121	74	—	—
Katz & Horne Pkg. Co.	129	93	—	—
Swift & Co.	1,081	3,746	20,071	1,248
City and state butchers	209	154	595	—
Others	317	—	3,647	—

Total 3,492 6,497 37,536 1,928

## WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	621	427	4,050	260
Dold Pkg. Co.	110	30	2,486	6
McArthur Pkg. Co.	160	—	—	—
Wichita Dressed Beef Co.	27	—	—	—
Wichita Meat & Prov. Co.	17	—	—	—

Total 935 457 6,536 266

## OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	862	734	793	72
Wilson & Co.	1,123	244	1,150	144
Others	43	4	320	—

Total 2,028 982 2,263 216

## MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	309	2,827	3,714	42
Swift, Harrisburg, Pa.	18	—	—	—
United Dress Beef Co.	19	—	—	—
The Layton Co.	—	—	418	—
R. Gunx & Co.	56	111	42	112
R. Guns & Co.	56	111	42	112
V. C. Gross & Bros.	78	41	49	—
Butchers	185	727	84	52
Traders	279	58	6	1

Total 944 3,764 4,313 207

## INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	1,131	3,455	22,259	2,362
Kingan & Co.	1,102	166	15,027	316
Moore & Co.	—	—	1,680	—
Ind. Abat. Co.	76	70	1,240	691
Armour & Co.	110	32	3,100	15
Hilgemeier & Bro.	—	—	637	—
Brown Bros.	135	19	174	15
Worm & Co.	—	—	151	—
Schussler Pkg. Co.	22	—	326	—
Meier Pkg. Co.	—	—	268	—
Ind. Prov. Co.	—	—	302	—
A. Wabritz	7	38	134	43
Others	374	120	637	48

Total 3,634 3,946 45,935 2,890

## CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
E. Kahn's Sons Co.	496	142	2,684	80
Kroger Groc. & Bk. Co.	356	98	1,216	—
C. A. Freund	101	54	187	—
Gus Juengling	154	119	—	—
J. F. Schroth Pkg. Co.	20	—	2,836	—
H. H. Meyer Pkg. Co.	16	—	2,485	—
J. H. Hilberg & Son.	158	11	—	66
W. H. Rehn's & Son.	159	47	—	—
People's Pkg. Co.	88	180	—	—
J. Bauer & Son.	51	—	—	—
A. Sander Pkg. Co.	—	—	1,714	—
J. Vogel & Son.	—	—	787	—
J. Hoffman & Sons' Co.	—	—	555	—
Lohrey Pkg. Co.	—	—	209	—
Ideal Pkg. Co.	—	—	886	—
Sam Gall	—	—	—	804
J. Schlacter & Son.	—	—	—	136
F. Blackburn	—	—	—	28
J. Stegner	—	—	—	76

Total 1,599 651 13,559 1,232

## RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ending June 30, 1923, with comparisons:

## Cattle.

	Week ending July 7, 1923.	Previous week.
Chicago	17,971	29,086
Kansas City	13,384	20,709
Omaha	*13,039	23,864
St. Louis	22,687	23,407
Sioux City	3,763	7,847
St. Joseph	6,061	8,911
Other cities	2,028	2,937
Cincinnati	1,599	1,783
Indianapolis	3,634	5,016
Milwaukee	944	1,617
St. Paul	3,492	6,098
Wichita	935	839

\*Cattle and calves included.

## Hogs.

	Hogs.	
Chicago	155,600	189,100
Kansas City	27,851	34,277
St. Louis	73,865	87,383
Omaha	44,652	48,481
Sioux City	66,195	99,448
St. Joseph	34,212	51,910
Oklahoma City	2,263	4,297
Cincinnati	13,559	12,997
Indianapolis	45,935	54,991
Milwaukee	4,313	7,190
St. Paul	37,536	60,133
Wichita	6,536	9,251

## Sheep.

	Sheep.	
Chicago	32,592	35,946
Kansas City	17,488	19,941
Omaha	35,254	30,759
St. Louis	20,248	18,083
St. Joseph	362	504
Oklahoma City	10,987	12,948
Cincinnati	216	161
Indianapolis	1,232	1,343
Milwaukee	2,889	3,274
St. Paul	207	485
Wichita	1,028	1,355

\*Include goats.

Total 266 366

## HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

### Chicago.

**PACKER HIDES.**—Active and higher. Two packers sold quite a line of hides, some at new prices; 10,000 March-April natives made 13c; 2,000 March extremes natives, 10½c; 4,500 February through May butts realized 12c, and 500 similar dating Colorados, 11c. Another parcel of 2,000 March extreme natives made 10½c also; 2,500 July heavy cows, spready points, sold at 13c and 5,000 July light cows, 12½c, both new prices; 3,700 June-July bulls, 11c for natives and 9c for branded. About 35,000 June-July branded cows and extreme Texas steers quietly booked by one killer to tanning subsidiary. Another sold 3,000 branded cows at 10c, half higher. The situation is firming fast and sellers predict further advances. Natives quoted 14½c; Texas, 13c; butts, 13c; Colorados, 12c; branded cows, 10c; heavy cows, 13c; lights, 12½c; native bulls, 11c; branded bulls, 9c paid.

**COUNTRY HIDES.**—Quietness continues the ruling feature. In the outside markets occasional transactions are reported. Some all weight hides moved at 9c delivered basis today and trades were reported recently at 9½c delivered. An Ohio dealer declined such a bid and demanded 10c firmly. Heavy steers are quoted entirely nominal, about 11½@12c; heavy cows and buffs quoted at 10c for business in grub free or nearly so quality. Extremes quoted 11@11½c for business and up to 13c demanded. Branded country hides quoted 8½@9c flat basis; country packers at 10c lately paid. Bulls 8½@9c nominal for country run; country packer bulls, 9½@10c asked; glue hides, 7@7½c.

**NORTHWESTERN HIDES.**—Conditions in Twin Cities and other northwestern sections are quiet and in a formative state. Values are problematical on account of the lack of action. All weight hides are quoted up to 9½c and 10c talked on next business; heavy hides are quoted 9@9½c and lights at 10½@11c asked. Bulls 8½@9c; kipskns remain steady in tone and scarce at 11@13½c; calfskins quoted at 13½@15½c talked for descriptions; horse hides are quiet and entirely nominal, about \$3.50@3.75.

**CALFSKINS.**—One local packer sold

25,000 June calfskins at 17½c, a steady level. City skins sold as noted earlier in the week at 16½c. Some trades are pending and buyers feel they can purchase material at 16c before the week's end. Resalted skins are well sold out and quoted firmly at 13½@15½c for descriptions. Deacons are in good demand at \$1.00@1.15; slunks, \$1.20@1.25 paid for July production as noted earlier. Kipskns are well sold up. Packers made 15c as noted earlier in the week for July skins. Cities sold previously at 14½c, resalted varieties quoted 11@13c.

**MISCELLANEOUS MARKETS**—Dry hides are quiet at 14½@15c; horse hides are slow with tanners slow to become interested. Their views for good lots about \$3.50. Renderers ask \$4.50. Pelts are quiet. Packer lambs quoted \$1.00@1.20; shearlings sold at \$1.00 for big packer makes; small packers quoted down to 80c; dry pelts, 27½@28c for business; demand meager, and not urgent; pickled skins, \$5.75@7.25, and hogskins 20@30c for ordinary run; strips, 5%@6c.

### New York.

**PACKER HIDES.**—Bids of 13c were made and rejected for city slaughter June native steers. Last sales were at that level and these bids indicate that sellers have confidence in the future of the market. Butts of late slaughter are quoted at 12@12½c and Colorados at 11@11½c. Recent sales of back dating brands were made at 11½c and 10½c, respectively. Cows last sold at 9½@10c for descriptions; bulls, 9@9½c.

**SMALL PACKER HIDES.**—A steady demand is noted for small packer hides with a moderate amount of business passing at steadily advancing prices. Several cars of May-June small packer steers sold at 13c and cows brought 11c in connection. These prices represent slight advances over recent sales levels. They are considered representative of the market's position today. A couple cars of bulls sold at 9c.

**COUNTRY HIDES.**—Slightly increased interest continues to be noted in country descriptions. Good average quality buff weights are bringing 10c and moderate lines are still available at that figure. In

the light end of the list supplies and offerings are more limited and strong rates are talked. Sales of good descriptions of extremes were noted in Ohio, Pennsylvania and similar descriptions at prices ranging up to 12c. Further offerings were available at that figure in those sections. Western shippers while asking up to 12c were unable to draw better bids than 11c. A sale of a couple of cars of 25@50 lb. Pennsylvania extremes was effected at 11c. Southern extremes are selling at 9@10c range, including kips in some instances. New England extremes are nominal at 10½@11c asked. Canadian light hides are nominal at 10½c flat. All weight hides are being pickled up in small parcels at 7½@8½c and carlots are bringing 9½@10c.

**CALFSKINS.**—Some quiet business is reported passing in New York calfskins, but details are guarded. It is said three weight skins are available at a trifle less money, \$1.40@1.80@2.65, whereas prior business was at \$1.45@1.90@2.72½ range. Available stocks are moderate and in well versed circles it is said there is a tinge of easiness in the market. Outside city skins are quiet and quotable unchanged at \$1.15@1.35 range on lights. Untrimmed skins were last sold in a range of 15½@16½c for western cities. It is said to be possible to secure Chicago cities at a trifle under 16½c, the last paid level. Foreign skins are firm. Kipskns sold at \$3.20 again for light veals.

### CHICAGO HIDE QUOTATIONS.

(Special Report to The National Provisioner from J. F. Nicolas.)

Chicago, July 14, 1923.—Quotations on hides at Chicago for the week ending July 14, 1923, with comparisons, are as follows:

#### PACKER HIDES.

	Week ending July 14, '23.	Week ending July 7, '23.	Corresponding week, 1922.
Spready native steers	16c	16c	25 @26c
Heavy native steers	14 @14½c	14c	17 @17½c
Heavy Texas steers	12 @13c	12½c	15 @16c
Heavy butts			
Branded steers	12 @13c	12½c	15 @16c
Heavy Colorado steers	11 @12c	11½c	14 @15c
Ex-Light Texas steers	9½@10c	9½@10c	14 @15c
Branded cows	9½@10c	9½@10c	13 @14c
Heavy native cows	12 @12½c	10½c	16 @16½c
Light native cows	11 @12c	10½@11c	15 @15½c
Native bulls	9½@10c	9½@10c	11 @12c
Branded bulls	9 @9½c	9 @9½c	9 @10c
Calfskins	17 @18c	17 @18c	17 @18c
Kip	14 @15c	14c	16 @17c
Slunks	\$1.15@1.20	\$1.15@1.20	\$0.90@1.00
Slunks, hairless	35 @75c	35 @75c	35 @75c
Light, Native, Butts, Colorado and Texas steers	1c per lb. less than heavies.		

#### CITY AND SMALL PACKERS.

	Week ending July 14, '23.	Week ending July 7, '23.	Corresponding week, 1922.
Natives, all weights	12 @12½c	10½@11c	14 @15c
Bulls, native	9 @10c	9 @9½c	12 @13c
Branded hides	10 @11c	9½@10c	12 @13c
Calfskins	10 @16½c	10 @16½c	17 @18c
Kip	14 @15c	13 @13½c	16 @17c
Light calf	\$1.20@1.30	\$1.30@1.35	\$1.25@1.30
Slunks, regular	60 @75c	60 @75c	60 @70c
Slunks, hairless	23 @30c	23 @30c	30 @35c
Horseshides	\$1.00@4.00	\$1.50@4.50	\$3.00@4.00
Hogskins	20 @25c	20 @25c	20 @25c

Prices quoted are f. o. b. Chicago or Chicago freight equalized, for straight carloads or more to tanners. Dealers' prices range 1½@2 per lb. less.

#### SHEEPSKINS.

	Week ending July 14, '23.	Week ending July 7, '23.	Corresponding week, 1922.
Large packers	\$3.00@3.25	\$3.00@3.25	\$2.35@2.40
Small packers	\$2.75@2.90	\$2.75@2.90	\$2.00@2.10
Packers' shearlings	\$1.00@1.02½	\$1.00@1.05	\$0.75@0.85
Packers' spring lamb	\$1.00@1.20	\$1.10@1.20	\$1.25@1.30
Country pelts	\$1.50@2.00	\$1.50@2.00	\$1.25@1.75
Dry pelts	28 @29c	28 @29c	25 @27c

### Stocks and Distribution of Hides and Skins

Stocks of hides and skins, and stocks and production of leather for the month of May, based on reports received by the Bureau of the Census from 4,778 manufacturers and dealers, are reported by the U. S. Department of Commerce in the table below.

The total number of cattle hides held in stock on May 31, 1923, by packers and butchers, tanners, dealers and importers (or in transit to them) amounted to 8,346,769, as compared with 6,229,421 on April

30, 1923, and with 5,362,607 on May 31, 1922. The stocks of calf and kip skins amounted to 4,165,813 on May 31, 1923, as compared with 3,830,522 on April 30, 1923, and 4,222,419 on May 31 of last year. Goat and kid skins numbered 8,890,019 on May 31, 1923; 8,800,071 on April 30, 1923, and 9,838,941 on May 31, 1922. The stocks of sheep and lamb skins on May 31, 1923, amounted to 9,193,406; on April 30, 1923, to 9,274,991, and on May 31 of last year, to 11,142,150.

#### COMPARATIVE SUMMARY—STOCKS OF PRINCIPAL KINDS OF RAW HIDES AND SKINS.

Kind.	Stocks on hand and in transit May, April, May, during May,	Stocks disposed of May, April, May, during May,
Cattle, total, hides	6,229,421	5,362,607
Domestic—packer, hides	3,088,220	2,804,763
Domestic—other than packer, hides	1,597,582	1,702,662
Foreign (not including foreign-tanned), hides	1,660,958	1,500,635
Buffalo, hides	172,891	156,387
Cattle and kip, foreign-tanned, hides and skins	72,961	81,422
Calf and kip, skins	4,165,813	3,830,522
Horse, Colt, Ass, and Mule: Hides, hides	154,405	175,794
Fronts, whole fronts	138,546	134,272
Butts, whole butts	523,340	496,667
Shanks, shanks	39,277	*83,549
Goat and kid, skins	8,890,019	8,880,071
Cabretta, skins	1,153,074	1,060,989
Sheep and lamb, skins	9,193,406	9,274,991
Skivvers and fleshers, pieces	1,500,802	1,471,743
Kangaroo and wallaby, skins	440,055*	357,344
Deer and elk, skins	281,540	*179,139
Pig and hog, skins	58,693	77,636
Pig and hog, strips, pounds	675,920	573,718

## ICE AND REFRIGERATION

### ICE NOTES.

The Albany Ice plant, Albany, Ore., was recently destroyed by fire.

Sewell Bros. contemplate building a cold storage plant at Elko, Nev.

The Raymond L. Rudy Ice plant, Millersburg, O., has commenced operations.

The new \$50,000 ice and cold storage plant at Astoria, Ore., is nearing completion.

The Whittier Ice and Cold Storage Corp. has been incorporated at Whittier, Cal., for \$200,000.

It is reported that the Union Ice Co., Los Angeles, Cal., will erect an ice plant at Oceanside, Cal.

The Grandview Cold Storage Plant at Yakima, Wash., contemplate building an addition to their plant.

Announcement has been made to build a \$75,000 manufacturing and cold storage

plant at Manitou, Okla. It is estimated the new plant will be capitalized for \$100,000.

The Diamond Ice and Cold Storage Co., Ft. Worth, Tex., have increased their capital from \$40,000 to \$48,000.

The Elgin Ice & Cold Storage Co., Elgin, Tex., has been incorporated with a capital stock of \$20,000. Incorporators: A. J. Zilker, W. L. Ayers, R. P. Thompson.

The Southern Ice and Utilities Co. of Dallas, Tex., have purchased the DeQueen Ice plant at Little Rock, Ark. The new owners will add many improvements to the plant, it is reported.

How should a refrigerator car be prepared and chilled before loading beef? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

### YORK REFRIGERATING EQUIPMENT.

Recent sales and installations of York refrigerating machinery and equipment are reported by the York Manufacturing Company, York, Pa., as follows:

D. R. Kranbuehl, meat market, Milwaukee, Wis.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Quality Meat Market, Louisville, Ky.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

William H. Stark, meat market, Cincinnati, Ohio; a 1½-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Somerset Market Co., meat market, Somerset, Ky.; a 1½-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

A. J. Chermak, meat market, Manitowoc, Wis.; one 8-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Cox & Gordon Packing Co., 1019 South Third street, St. Louis, Mo.; two 32-ton vertical single-acting belt driven enclosed refrigerating machines and condensing apparatus.

City Meat Market, Maynard, Minn.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Hansen Brothers, meat market, Savanna, Ill.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Water Street Market, Eau Claire, Wis.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Gordhamer Brothers, meat market, Litchfield, Minn.; one 5-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

George L. Bolyard, meat market, New Haven, Ind.; one 5-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Fox & Zimbrich, meat market, Waterloo, Wis.; one 5-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

H. C. Bohack Co., Inc., have equipped their market at 389 Broadway, Astoria, L. I., N. Y., with a refrigerating system, including a 2-ton York enclosed self-contained refrigerating machine.

John Lukacs has installed in his meat market at 1363 West First St., Dayton, Ohio, a 1½-ton York vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

John F. Foster, meat market, Valley, Nebr.; one 2-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

August Warnke, meat market, Tripp, S. Dak.; one 2-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

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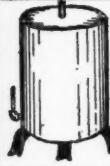
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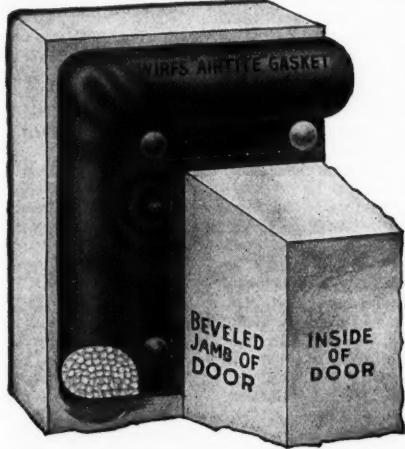
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Buffalo—Central Supply Co.; Keystone Warehouse Co.  
Cleveland—Curtis Bros. Transfer Co.  
Detroit—Brennan Truck Co.  
El Paso—R. E. Huthsteiner, 615 Mills Bldg.  
Jacksonville—Service Warehouse Co.

Los Angeles—Mailliard & Schmiedell.  
Mexico, D. F.—F. Bezaury, Jr., 7 a de Colima 225 B.  
New York—Roessler & Hasslacher Chemical Co., 709 6th Ave.  
Newark—American Oil & Supply Co.  
New Orleans—O. E. Lewis & Co., Inc., 633 Camp St.  
Norfolk—Southgate Forwarding & Storage Co.  
Pittsburgh—Pennsylvania Transfer Co.; Pennsylvania Brewers Supply Co., 158 10th St.

Philadelphia—Henry Bower Chemical Mfg. Co.  
Richmond—Bowman Transfer & Storage Co.  
Rochester—Rochester Warehouse & Distributing Co., 1 Mt. Hope St.  
Savannah—Savannah Brokerage Co.  
San Francisco—Mailliard & Schmiedell.  
Seattle—Mailliard & Schmiedell.  
Tampa—Charles Hovey, Room 315, Citizens Bank Bldg.  
Toledo—Canton Truck Co.; G. H. Weddie & Co., 1938 Canton St.  
Washington—Littlefield, Alvord & Co.



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### ASK RECIPROCITY IN CATTLE.

Cattle are included in the list of products in an act paving the way for reciprocity with the United States which the Canadian Parliament passed recently. Following this action of the Dominion, renewed negotiations are likely to be taken up with the United States government about July 1.

The proposal is in two resolutions, one authorizing in general terms negotiation for a reciprocity treaty, and the other embodying a specific offer on certain specific commodities. A broad treaty would require the consent of Parliament, but should

the United States government move regarding the more restricted proposition the Canadian government is empowered to act in itself, without the subsequent sanction of Parliament.

The second resolution, which refers to action by the United States government, follows:

If the President of the United States, under authority of the United States tariff act of 1922, determines to reduce by 50 per cent the duties imposed by such act on the following articles, "that is to say, cattle, wheat, flour, oats, barley, potatoes, onions, turnips, hay, fish as enumerated

in paragraphs 717, 718, 719 and 720 of the said tariff act of 1922, the Governor General in Council may by order in Council make such reductions of duties on similar articles imported into Canada from the United States as may be deemed reasonable by way of compensation for such reductions on Canadian products imported into the United States."

Strong demand for such action is manifested throughout all sections of Canada, but especially in the west and in the maritime provinces. In the former the cattle markets have been most adversely affected by the Fordney-McCumber tariff.

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THE CLOTHEL REFRIGERATING CO.

61 BROADWAY  
NEW YORK CITY

July 14, 1923.

## INTERNATIONAL TRADE ARBITRATION.

Among the activities of the International Chamber of Commerce, which has its headquarters at Paris, is the Court of Arbitration. This court operates under rules adopted by the International Chamber which it is hoped will do away with many trade difficulties and much litigation and loss.

President Thomas E. Wilson, of Wilson & Company, who is a vice-president of the Chamber of Commerce of the United States, has received a communication from the president of this Court of Arbitration asking his cooperation in making it useful. It is suggested that American exporting packers may wish to avail themselves of this method of arbitration where a special means of arbitration is not specified in their contracts, as is the case with the United Kingdom, Holland, and perhaps other countries.

The communication to Mr. Wilson, accompanied by a copy of the arbitration report, is as follows:

Mr. Thomas E. Wilson,  
President Wilson and Co., Chicago, Ill.,  
U. S. A.

Dear Sir:

As president of the Court of Arbitration of the International Chamber of Commerce, I have the honor to request you to lend your cooperation in making known amongst the industrials, traders and bankers of your country the arbitration procedure lately instituted by the Chamber. You will no doubt be speaking before general assemblies of Chambers of Commerce or other economic groups, and you may also be writing articles or giving interviews for newspapers having a wide circulation in the business circles of your country. I sincerely hope that you will be willing to grasp all such opportunities to place your personal authority at the service of this undertaking, which can be made to be of great value in connection with international commercial relations.

The attached "Arbitration Report" will inform you as to the results already secured through the Chamber's procedure and the great effort that is being made in many countries, and also by the League of Nations, towards facilitating and encouraging recourse to arbitration.

I believe you will agree with me as to the advisability of impressing upon all business men that it is to their interest henceforth to have the following arbitration clause printed on the contracts, invoices or other papers drawn in connection with their international transactions:

"The contracting parties agree to submit to arbitration, in accordance with the Arbitration Rules of the International Chamber of Commerce, the settlement of all disputes in connection with the interpretation or the execution of this contract."

These rules have already been forwarded to you.

The International Chamber of Commerce is at the disposal of all industrials, traders and bankers to settle any commercial disputes they may have abroad. At the present moment the Chamber has National Committees in eighteen different countries, viz., United States of America, Austria, Belgium, Czechoslovakia, Denmark, France, Great Britain, Hungary, Indo-china, Italy, Japan, Luxembourg, Netherlands, Norway, Poland, Spain, Sweden, Switzerland. In Argentina, Bulgaria, Columbia, Costa Rica, Danzig, Estonia, Greece, Guatemala, Haiti, Morocco, Portugal, Rumania, Sudan, Union of South Africa, Yugoslavia. There are also important economic associations affiliated to the Chamber which can be called upon to act as intermediaries for the business men

of those countries in transmitting and notifying them of all documents and correspondence connected with arbitration cases.

I should also like to draw your attention to two points which may give rise to mistakes:

1. As you know, the members of the Arbitration Court do not act as judges; their duties consist in appointing arbitrators according to the nature of the case in hand, from among specialists proposed by the National Committees concerned. A case bearing on steam engines for example, is judged, not by the members of the Court themselves, but by the engineer or the manufacturer of steam engines whose name is proposed by one of the National Committees of the Chamber.

2. While the seat of the Court is in Paris, it does not follow that arbitration must take place in Paris. The place of arbitration is determined upon by the Court in accordance with the case in hand; as a general rule, it is the place where the goods, machinery, etc., forming the object of the dispute, are located. For instance, a case arising between a Swedish citizen and a Polish citizen, over goods delivered and warehoused at Danzig, would probably be judged at Danzig by the arbitrator or arbitrators designated by the Court of Arbitration on the proposal of the corresponding National Committees. The arbitrator or arbitrators may be Polish, Swedish, Estonian, Danish, etc.

I would be very grateful if you could bring out these two points whenever you have the opportunity.

Faithfully yours,

ETIENNE CLEMENTEL,

President Court of Arbitration International Chamber of Commerce.

## MEAT INSPECTION CHANGES.

The following changes in the federal meat inspection service are reported by the Bureau of Animal Industry in its latest announcement, the chief changes being due to the Armour-Morris amalgamation:

**Meat inspection granted**—Armour & Co., Pratt & Howard Streets, Baltimore, Md., and Morris & Co., The North American Provision Co.; Armour & Co., 105 North Street, Boston, Mass., and Morris & Co., The North American Provision Co.; Armour & Co., 250 Commercial Street, Portland, Me., and Morris & Co., The North American Provision Co.; Armour & Co., Thirty-fifth Street and Eleventh Avenue, New York, N. Y., and Morris & Co., The North American Provision Co.; Armour & Co., Elm and Mulberry Streets, Helena, Ark., and Morris & Co., The North American Provision Co.; Armour & Co., 37 Pacific Avenue, San Francisco, Cal., and Hemphill Packing Co., Morris & Co.; Armour & Co., 210 North Virginia Street, El Paso, Tex., and Armour & Co., (Ltd.), Morris & Co.; Armour & Co., Union and Grace Streets, Richmond, Va., and Hemphill Packing Co., Morris & Co.; Armour & Co., 31 Gayoso Avenue, Memphis, Tenn., and Morris & Co.; Armour & Co., 629 B Street NW, Washington, D. C., and Morris & Co., The North American Provision Co.; Armour & Co., 148 Lyman Street, Springfield, Mass., and Morris & Co., The North American Provision Co.; Armour & Co., 901 Girard Street, Philadelphia, Pa., and Morris & Co., The North American Provision Co.; Armour & Co., 640 West Bay Street, Jacksonville, Fla., and Morris & Co., The North American Provision Co.; Spaeth Packing Co., R. D. 4, Hartford, Wis.; \*Armour & Co., foot of West Fortieth Street, New York, N. Y., and The Anglo-American Provision Co., The Colorado Packing & Provision Co., Fowler Packing Co., Halstead & Co., Hammond Packing Co., Morris & Co., The New York Butchers' Dressed Meat Co., The North American Provision Co., Prairie State Packing Co., Joseph Stern & Sons (Inc.); \*Confederated Home Abattoirs Corporation

\*Conducts slaughtering.

## EUROPEAN VEGETABLE OILS.

(Continued from page 34.)

million pounds in 1921 and to 28 million pounds in 1922. Italy is yet on a net import basis.

Great Britain's imports of cocoanut oil have decreased and its production of oil has risen. Its imports of peanut oil have apparently decreased, as has also the production. It is also interesting to note that its production of margarin is apparently diminishing.

Imports of cocoanut and peanut oils into France have decreased, but their production from year to year has greatly increased. Even so, France is still on a net import basis as respects all vegetable oils.

Importation of cocoanut oil into Belgium is decreasing while production is tending to expand. Importation of peanut oil is about equal to, and exports exceed, pre-war levels.

Importation of cocoanut oil into the Netherlands has gradually diminished with greatly increased production; while both importation and production of peanut oil show a tendency to increase. The Netherlands in the past two years has shifted from a net importer to a net exporter of vegetable oils, its largest exports being made up of cocoanut, linseed, soya bean and peanut oils, in the order named; soya bean oil, of course, representing a re-export.

#### Conclusions.

To sum up, Germany, Great Britain, France and the Netherlands are now producing cocoanut oil in sufficient amounts to supply domestic needs, the Netherlands an exportable surplus; while France and the Netherlands, of the western European countries, are apparently the only ones producing an exportable surplus of peanut oil.

Because this talk was based more or less on statistics, always a dry subject at conventions, I have made them short, but will be glad to discuss with any members questions regarding the subject within the scope of my work.

I endeavored to compile a tabulation of margarin and butter production and to work out a comparative consumption table for the principal producing and consuming countries, but unfortunately the available statistics are so meager as to be of little use. I have, however, been able to make a more or less complete table of net imports or exports, as the case may be, of butter and oleomargarine and these tables will be available to any who care to see them.

#### FORGOT "MEAT FOR HEALTH WEEK."

A writer in "Life" took a fling at the popularity of special days and weeks promoted by various interests in the following make-believe letter, in which he omitted to mention the biggest event of all, "Meat for Health Week":

Raisin Day,  
Eat More Fruit Month,  
Thrift Year.

Dear Charlotte:

I told you I was planning to spend Prune a Day Week with Mary. I left here on Packer's Tar Soap Day and motored down, reaching there on the afternoon of Talcum Day, Toilet Preparations Month. We ran into only one storm on Ribbon Dentifice Day—the Talcum morning broke clear and cool. I was glad because first impressions are apt to be lasting. I shall never forget Kettle Day of Kitchen Week when I first visited Louise. How it rained!

Mary was as sweet as she could be. She gave a delightful luncheon for me on Fig Day, a bridge party on Apple Day, golf and dinner at the Country Club on Canned Peach Day, and a pretty little dance on the evening of Preserved Pear Day. I met a charming man, Peter Dolly, and he gave us all a delightful luncheon at his club on Apricot Day. So you see I had a busy Preserved Fruit Week.

It was so sweet of you to ask me to spend Potato Week with you. I have a dressmaker for Cereal Week but she ought to be through by Puffed Rice Night. Mind if I do not give my answer until, say, Rolled Oats Day? Just think, I haven't laid eyes on you since the Brown dance last Patronize Your Local Poultryman Month.

As ever,  
MAUD.

#### RETINNING MEAT HOOKS, ETC.

Helping the packer to save money on the retinning of meat hook travelers, ham cylinders and retainers, bacon hangers, etc., has been made possible by an individual retinning unit which can be installed in any packing plant at a very small cost.

It has been demonstrated that the outfit will pay for itself within a very short time, to say nothing of the saving in labor and time in shipping the articles back and forth to be retinned at some outside concern.

The outfit is sold complete with book of instructions so that any inexperienced man can do the retinning successfully and at a very small cost. The Callender Soldering Process Company, 12 So. Jefferson Street, Chicago, are the manufacturers of the outfit, and will send literature and price of the outfit on request.

#### SAYS "BOSS" DEHAIRER IS O. K.

Mr. John C. Clemens, Mainland, Pa., writes The Cincinnati Butchers' Supply Company, the well-known manufacturers of "Boss" machines and appliances, as follows: "The 'Boss' Hog Dehairer works O. K. We are killing about 150 hogs a week. Send me your latest catalog."

#### WANTED: A CELLAR BOSS.

Packers who are seeking to strengthen their operating departments will find this a splendid time to do so. Not in years have so many high-class men been available, and at reasonable terms. Try a "Want" ad. in THE NATIONAL PROVISIONER and see what quick results you get.



Photo courtesy Denver Record-Stockman.

#### DENVER PACKER TURNS FIRST DIRT FOR NEW PLANT.

The Blayney-Murphy Company, Denver, Colo., meat packers, found their present plant entirely inadequate to care for their growing business. When they directed Henschien & McLaren to draw plans for the new plant they specified that it should be the very latest in construction and equipment, and when these directions are carried out the plant will be a model for packing-house operators to study.

Here is that packinghouse trade veteran, President W. N. W. Blayney, turning the first dirt for the new plant, with Joe Murphy as his right bower. Those in the picture, from left to right, are: R. J. Hill, mechanical engineer; Joseph P. Murphy, vice-president; W. N. W. Blayney, president; H. F. Blayney, secretary; Arthur C. Johnson, editor, Denver Record Stockman.

# Chicago Section

Nils S. Dahl, general sales manager of John T. Stanley Co., Inc., New York, was in Chicago this week.

Another hot spell in sight! Sam Stretch, the spice man, has been sighted on the Eastern horizon.

C. A. Martzohn, of the Davenport Slaughtering and Rendering Co., Davenport, Ia., was a visitor in Chicago this week.

Among the visitors in town this week was G. H. Schoen, of Schoen Bros., Inc., well-known fertilizer people of Atlanta, Ga.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 30,032 cattle, 10,017 calves, 124,023 hogs and 54,681 sheep.

S. Van Gelder is no longer connected with the firm of G. Van Gelder & Co., of Amsterdam, Holland, importers and exporters of sausage casings.

John Mitchell, general sales manager of the Brecht Company, St. Louis, was a visitor to Chicago during the week. Mr. Mitchell is rapidly becoming known and liked in the trade.

Vice President Oscar Schmidt, the mechanical genius of the Cincinnati Butchers' Supply Company, was in Chicago this week seeing the "Boss" wheels go 'round in various plants.

Swift & Company's sales of carcass beef in Chicago for the week ending Saturday, July 7, 1923, for shipment sold out, ranged from 8.00 to 18.00 cents per pound, averaged 14.88 cents per pound.

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## CROSS ON EUROPEAN CONDITIONS.

Albert E. Cross, head of the packinghouse and brokerage firm of Cross, Roy & Saunders, Chicago, returned last week from a five months' trip abroad. Mr. Cross went for rest, recreation and a little private philanthropy which he modestly refrained from mentioning. He was accompanied by Mrs. Cross and two nieces, and their itinerary covered Great Britain, France, Italy, Spain, North Africa, Egypt, Greece, Turkey and Palestine.

It was a leisurely tour, and they spent five weeks in Italy and four weeks each in

the sight of idle men lining the streets looking in vain for work is not a pleasant one. Commodity prices are high and the situation is not at all cheering.

"In France the feeling seems to be one of cheerfulness and optimism. The peasants are prosperous and happy and general business is on the mend. Italy also seems to be rather optimistic; the people are very much pleased with the Mussolini government, and look for great improvement in their business."

Mr. Cross did not attempt to make a study of business conditions on this trip, but it was his impression, in common with other travelers, that the European situation must be settled speedily if worse things were not to follow.

## CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending July 5, 1923, with comparisons:

	STEERS.	Week ended July 5.	Same week, 1922.	Week ended June 28.
Toronto	\$8.25	\$8.50	\$8.00	
Montreal (W.)	8.00	9.00	8.25	
Montreal (E.)	8.00	9.00	8.25	
Winnipeg	8.50	7.75	8.25	
Calgary	6.25	6.00	6.25	
Edmonton	6.50	6.75	6.50	

	CALVES.	Week ended July 5.	Same week, 1922.	Week ended June 28.
Toronto	\$10.00	\$10.25	\$10.00	
Montreal (W.)	8.00	8.00	8.00	
Montreal (E.)	8.00	8.00	8.00	
Winnipeg	9.00	8.00	9.50	
Calgary	8.00	5.00	8.00	
Edmonton	6.00	5.00	6.00	

	HOGS.	Week ended July 5.	Same week, 1922.	Week ended June 28.
Toronto	\$9.35	\$14.75	\$9.46	
Montreal (W.)	10.00	15.75	10.50	
Montreal (E.)	10.00	15.75	10.50	
Winnipeg	9.07	13.50	9.62	
Calgary	9.07	12.40	8.80	
Edmonton	9.30	12.50	9.60	

	LAMBS.	Week ended July 5.	Same week, 1922.	Week ended June 28.
Toronto	\$16.35	\$15.00	\$15.50	
Montreal (W.)	12.00	...	15.00	
Montreal (E.)	12.00	...	15.00	
Winnipeg	12.50	13.50	13.50	
Calgary	12.00	12.00	12.00	
Edmonton	13.00	10.00	13.00	

ALBERT E. CROSS.

France and England. They even sailed up the Nile to the site of the tomb of King Tut, but, sad to relate, the hole had been filled in for fear of robbers, and there was nothing to see.

"England is having a hard time in a business way," said Mr. Cross. "Unemployment continues on a large scale, and

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## CHICAGO LIVESTOCK.

### RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, July 2.....	13,973	3,039	72,311	9,079
Tuesday, July 3.....	5,010	2,996	22,115	5,144
Wednesday, July 4.....	13,325	2,547	27,785	10,760
Thursday, July 5.....	3,323	845	23,616	8,023
Friday, July 6.....	359	146	12,642	10,453
Total for week.....	35,900	9,573	158,460	43,459
Previous week.....	54,432	14,087	215,413	41,133
Year ago.....	40,318	10,381	126,726	49,566
Two years ago.....	31,725	7,656	121,436	40,991

### SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, July 2.....	4,321	50	17,928	654
Tuesday, July 3.....	1,999	88	11,229	944
Wednesday, July 4.....	13,325	2,547	27,785	10,760
Thursday, July 5.....	4,748	9	9,197	...
Friday, July 6.....	1,632	9	8,726	1,289
Saturday, July 7.....	307	...	3,778	1,086
Total for week.....	13,007	147	50,858	3,973
Previous week.....	16,841	225	39,995	3,301
Year ago.....	11,392	131	29,084	3,473
Two years ago.....	11,767	266	24,243	7,936

Receipts at Chicago for the year to July 7, 1923, with comparisons, were as follows:

### Year

	1923.	1922.
Cattle.....	1,500,632	1,500,686
Calves.....	432,370	446,918
Hogs.....	5,263,165	4,274,042
Sheep.....	1,709,912	1,843,700

Combined weekly hog receipts at eleven markets for 1923 to July 7, with comparisons:

### Week.

Week.	Year to date.
Week ending July 7.....	558,000
Previous week.....	762,000
Corresponding week, 1922.....	437,000
Corresponding week, 1921.....	432,000
Corresponding week, 1920.....	388,000

Average, 1908 to 1922..... 439,000 15,249,000

Combined receipts at seven points for the week ending July 7, 1923, with comparisons:

### \*Cattle.

Week ending July 7.....	Cattle.	Hogs.	Sheep.
Previous week.....	186,000	642,000	140,000
1922.....	123,000	352,000	122,000
1921.....	91,000	345,000	141,000
1920.....	123,000	308,000	139,000

Average, 1914-1922..... 142,000 374,000 164,000

Combined receipts at seven markets for 1923 to July 7 and the corresponding period for previous years:

*Cattle.	Hogs.	Sheep.
1923.....	4,730,000	16,988,000
1922.....	4,491,000	12,432,000
1921.....	4,188,000	12,664,000
1920.....	4,676,000	15,000,000

\*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts, average weight and top and average prices for hogs for under-mentioned weeks:

Number received, lbs.	Average price, \$.	Top price, \$.	Average price, \$.
Week ending July 7.....	*156,800	*237	\$ 8.10
Previous week.....	215,413	237	7.50
1921.....	126,726	240	11.00
1922.....	121,436	238	9.90
1921.....	109,390	238	16.40
1919.....	163,063	239	21.95
1918.....	148,162	243	18.10
1917.....	133,077	232	15.15
1916.....	139,935	228	18.25
1915.....	98,660	230	8.12½
1914.....	111,307	246	9.10
1913.....	125,104	243	9.60

Average, 1913-1922..... 127,700 238 \$13.15 \$12.35

\*Receipts and average weight for week ending July 7, 1923, unofficial.

### WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ending July 7.....	\$10.05	\$ 7.05	\$ 6.15	\$15.65
Previous week.....	9.85	6.85	6.15	15.10
1922.....	9.40	10.05	6.50	12.90
1921.....	7.65	9.20	4.90	10.55
1920.....	15.40	14.80	7.90	15.15
1919.....	15.10	21.95	9.05	17.10
1918.....	16.00	17.20	12.25	18.70
1917.....	12.30	15.15	8.75	15.50
1916.....	9.35	9.90	7.20	10.75
1915.....	9.35	7.25	5.75	8.85
1914.....	9.10	8.90	5.40	8.80
1913.....	8.25	9.15	4.50	7.85

Average, 1913-1922..... \$11.20 \$12.35 \$ 7.20 \$12.60

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards and for weeks mentioned:

	Cattle.	Hogs.	Sheep.
*Week ending July 7.....	23,200	105,700	40,100
Previous week.....	37,779	175,508	37,832
1922.....	28,923	97,642	46,093
1921.....	19,958	97,193	33,055
1920.....	24,645	74,116	36,251
1919.....	38,490	136,815	91,419
1918.....	51,293	137,270	65,128

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Chicago packers' hog slaughter for the week ending July 7, 1923:

Armour & Co.....	10,300
Anglo-American Provision Co.....	5,300
Swift & Co.....	16,200
G. H. Hammond Co.....	6,800
Morris & Co.....	9,600
Wilson & Co.....	10,500
Boyd-Lunham & Co.....	6,200
Western Packing Co.....	12,500
Roberts & Oak.....	3,900
Miller & Hart.....	4,700
Independent Packing Co.....	3,900
Brennan Packing Co.....	5,700
William Davies Co.....	1,600
Agar Packing Co.....	1,100
Others.....	16,600

Total..... 114,900  
 Previous week..... 159,100  
 Year ago..... 104,800  
 Two years ago..... 100,400  
 Three years ago..... 86,700

(For Chicago Livestock prices see page 42.)

### AMERICAN PORK IN GERMANY.

Distance makes a difference in the condition in which pork products arrive on the German markets from different countries as packers know. Recently a German trader was found selling Danish pork livers for 4,000 marks per pound and American livers packed in tierces for 2,000 marks per pound, according to reports to the U. S. Department of Agriculture.

The American pork livers were very white and stale looking, while the Danish livers are put on the market there absolutely fresh. The Danish livers are shipped through from Denmark there by direct train, the train leaving Denmark for Warnemunde. This train is transferred from the ferryboat there, and comes directly through to Berlin. Only the ice is changed on this product at Warnemunde. The German trader stated that he is only able to sell the American livers to the cheap liver sausage manufacturers because there is a great loss in protein.

Naturally, American livers cannot compete on an equal basis with such service. Nevertheless, higher prices can be obtained for goods brought through in the best possible condition.

In Hamburg inspectors object to the way many American packers pack their frozen pork livers. They have asked that pork livers be packed in boxes of two rows with the glands out. They state that many of the American packers will not conform to this policy and pack them in a box in varieties of ways. Consequently, when there is a little rush this means a delay in clearing such packages.

Germany bought heavily of lard in February and March. The manager of a packing company at Hamburg states that he believes one of the causes of the large buying was the occupation of the Ruhr. It was thought good to get in supplies while it was still possible to do so. An American packer's agent states that lard and fat back business in the Ruhr is going on about as usual. Lard, fat backs, etc., continue to be sold in good quantities in Austria and in Hungary.

A commission formed of interested parties—consumers, wholesalers, retail butchers and representatives of the livestock trade—has been formed in Germany to set maximum prices on livestock. The work of this commission was begun about April 16, but by May 8 had apparently fallen down entirely and proved such a failure that the consumers and wholesalers have withdrawn their co-operation.

The experiment was only tried out in Berlin, Hamburg, Stuttgart, and had the effect of driving the live animals, especially the better qualities, to other markets. Had Germany instituted a thorough-going system to control livestock prices and hold them below world market levels it would have had an important effect upon her whole livestock industry and on American markets for meat products. Prices of live animals are keeping up to world market levels more promptly than grain. Earlier in the year the reverse condition prevailed.



## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

	Week ending	Cor. week,
July 7.		1922.
Prime native steers.....	17 @ 18	15 1/2 @ 16 1/2
Good native steers.....	15 @ 16 1/2	14 @ 15
Medium steers.....	13 1/2 @ 15	13 @ 14
Heifers, good.....	13 @ 16	11 1/2 @ 15
Cows.....	8 @ 12	9 @ 11
Hhd quarters, choice.....	24 @ 22	
Fore quarters, choice.....	13 @ 13	@ 9 1/2

## Beef Cuts.

Steer Loins, No. 1.....	37 @ 37	@ 32
Steer Loins, No. 2.....	35 @ 35	@ 31
Steer Short Loins, No. 1.....	50 @ 50	@ 42
Steer Short Loins, No. 2.....	46 @ 46	@ 38
Steer Loin Ends (hips).....	28 @ 28	@ 24
Steer Loin Ends, No. 2.....	27 @ 27	@ 23
Cow Loins.....	16 @ 27	18 @ 24
Cow Short Loins.....	25 @ 37	22 @ 31
Cow Loin Ends (hips).....	15 @ 22	12 @ 16
Steer Ribs, No. 1.....	27 @ 27	@ 22
Steer Ribs, No. 2.....	26 @ 26	@ 21
Cow Ribs, No. 1.....	22 @ 22	@ 19
Cow Ribs, No. 2.....	20 @ 20	@ 16
Cow Ribs, No. 3.....	12 @ 12	@ 11
Steer Rounds, No. 1.....	19 @ 18 1/2	@ 17 1/2
Steer Rounds, No. 2.....	18 @ 18 1/2	@ 17
Steer Chuck, No. 1.....	10 @ 10	@ 9 1/2
Steer Chuck, No. 2.....	10 @ 10	@ 9
Cow Rounds.....	10 @ 13	13 @ 15
Cow Chucks.....	6 1/2 @ 7 1/2	6 1/2 @ 7
Steer Plates.....	9 @ 9	@ 8
Medium Plates.....	8 @ 8	@ 7 1/2
Briskets, No. 1.....	16 @ 16	@ 16
Briskets, No. 2.....	12 @ 12	@ 12
Steer Navel Ends.....	5 @ 5	@ 5
Cow Naval Ends.....	4 1/2 @ 4 1/2	@ 5
Fore Shanks.....	6 @ 6	@ 4 1/2
Hind Shanks.....	4 @ 4	@ 4
Rolls.....	18 @ 22	@ 20
Strip Loins, No. 1, boneless.....	70 @ 70	@ 60
Strip Loins, No. 2.....	60 @ 60	@ 55
Strip Loins, No. 3.....	45 @ 45	@ 42
Sirloin Butts, No. 1.....	33 @ 33	@ 28
Sirloin Butts, No. 2.....	28 @ 28	@ 24
Sirloin Butts, No. 3.....	18 @ 17	@ 23
Beef Tenderloins, No. 1.....	75 @ 75	@ 75
Beef Tenderloins, No. 2.....	65 @ 65	@ 65
Rump Butts.....	17 @ 17	@ 23
Flank Steaks.....	17 @ 17	@ 20
Boneless Chuck.....	8 1/2 @ 8 1/2	@ 10
Shoulder Clods.....	13 @ 13	@ 15
Hanging Tenderloins.....	8 @ 8	@ 8
Trimmings.....	8 @ 8	@ 8

## Beef Products.

Brains, per lb.....	7 @ 8	5 1/2 @ 8
Hearts.....	4 @ 4	4 1/2 @ 6
Tongues.....	29 @ 30	28 @ 30
Sweetbreads.....	38 @ 40	28 @ 32
Ox-Tail, per lb.....	7 @ 8	4 @ 7
Fresh Tripe, plain.....	4 @ 4	@ 4
Fresh Tripe, H. C.....	6 @ 6 1/2	5 @ 5
Livers.....	6 @ 8	7 1/2 @ 10
Kidneys, per lb.....	6 1/2 @ 9	@ 10 1/2

## Veal.

Choice Carcass.....	@ 20	16 @ 17
Good Carcass.....	16 @ 19	11 @ 15 1/2
Good Saddles.....	25 @ 30	20 @ 25
Good Backs.....	8 @ 12	7 @ 11
Medium Backs.....	6 @ 8	6 @ 8

## Veal Product.

Brains, each.....	8 @ 9	6 @ 8
Sweetbreads.....	52 @ 58	55 @ 58
Calf Livers.....	30 @ 32	28 @ 32

## Lamb.

Choice Lambs.....	31 @ 31	@ 29
Medium Lambs.....	29 @ 29	@ 25
Choice Saddles.....	36 @ 36	@ 35
Medium Saddles.....	32 @ 32	@ 31
Choice Fore.....	26 @ 26	@ 25
Medium Fore.....	20 @ 20	@ 22
Lamb Fries, per lb.....	31 @ 32	@ 26
Lamb Tongues, each.....	13 @ 13	@ 18
Lamb Kidneys, per lb.....	25 @ 25	@ 25

## Mutton.

Heavy Sheep.....	@ 7	@ 12
Light Sheep.....	15 @ 15	@ 16
Heavy Saddles.....	12 @ 12	@ 16
Light Saddles.....	20 @ 20	@ 20
Heavy Fore.....	5 @ 5	@ 8
Light Fore.....	12 @ 12	@ 12
Mutton Legs.....	22 @ 22	@ 20
Mutton Loins.....	18 @ 18	@ 25
Mutton Stew.....	6 @ 6	@ 7
Sheep Tongues, each.....	13 @ 13	@ 8
Sheep Heads, each.....	10 @ 10	@ 10

## Fresh Pork, Etc.

Dressed Hogs, Etc.....	14 @ 14	@ 15
Pork Loins, 8@10 lbs. avg.....	20 @ 20	@ 24
Leaf Lard.....	11 @ 11	11 1/2 @ 11 1/2
Tenderloin.....	46 @ 45	
Spare Ribs.....	6 1/2 @ 6 1/2	7 1/2 @ 7 1/2
Butts.....	11 1/2 @ 11 1/2	16 1/2 @ 16 1/2
Hocks.....	10 @ 10	13 @ 13
Trimmings.....	5 1/2 @ 5 1/2	7 @ 7
Extra Lean Trimmings.....	9 @ 9	14 @ 14
Tails.....	6 @ 6	8 @ 8
Snouts.....	5 @ 5	6 @ 6
Pigs' Feet.....	4 1/2 @ 4 1/2	4 1/2 @ 4 1/2
Pigs' Heads.....	5 @ 5	7 @ 7
Blade Bones.....	7 @ 7	9 @ 9
Blade Meat.....	11 1/2 @ 11 1/2	11 @ 11
Cheek Meat.....	8 1/2 @ 8 1/2	7 @ 7
Hog Liver, per lb.....	3 1/2 @ 3 1/2	4 1/2 @ 5
Neck Bones.....	3 @ 3	3 1/2 @ 3 1/2
Skinned Shoulders.....	6 1/2 @ 6 1/2	6 @ 6
Pork Hearts.....	4 @ 4	4 1/2 @ 4 1/2
Pork Kidneys, per lb.....	4 1/2 @ 4 1/2	5 @ 5
Pork Tongues.....	10 @ 10	18 @ 18
Slip Bones.....	9 @ 9	9 @ 9
Tail Bones.....	9 @ 9	8 @ 8
Brains.....	9 @ 9	8 @ 8
Back Fat.....	11 1/2 @ 11 1/2	12 1/2 @ 12 1/2
Hams.....	18 @ 18	28 @ 28
Calas.....	9 1/2 @ 9 1/2	15 @ 15
Bellies.....	18 @ 18	24 @ 24

## DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons.....	22 @ 22
Country style sausage, fresh, in link.....	15 @ 15
Country style sausage, fresh, in bulk.....	14 @ 14
Country style sausage, smoked.....	17 @ 17
Mixed sausage, fresh.....	12 @ 12
Frankfurts in pork casings.....	14 @ 14
Frankfurts in sheep casings.....	16 @ 16
Bologna in beef bungs, choice.....	14 @ 14
Bologna in cloth, parfumé, choice.....	16 @ 16
Liver sausage in hog bungs.....	10 @ 10
Head cheese.....	11 @ 11
New England luncheon specialty.....	17 @ 17
Liberty luncheon specialty.....	14 @ 14
Minced luncheon specialty.....	20 @ 20
Tongue Sausage.....	15 @ 15
Blood sausage.....	14 @ 14
Souse.....	14 @ 14

## DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	47 @ 47
Cervelat, new condition, in hog bungs.....	48 @ 48
Cervelat, new condition, in beef middles.....	49 @ 49
Thuringer Cervelat.....	21 @ 21
Farmer.....	22 @ 22
Holsteiner.....	23 @ 23
B. C. Salami, choice.....	42 @ 42
B. C. Salami, new condition.....	40 @ 40
Genoa style Salami.....	51 @ 51
Peperoni.....	31 @ 31
Mortadella, new condition.....	20 @ 20
Capacola.....	46 @ 46
Italian style hams.....	37 @ 37
Italian style hams.....	37 @ 37

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	5.75
Large tins, 1 to crate.....	6.50
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	7.00
Large tins, 1 to crate.....	8.00
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	6.00
Large tins, 1 to crate.....	7.00

## SAUSAGE CASINGS.

(F. O. B. CHICAGO.)	
Beef rounds, domestic, 180 sets, per tierce, per set.....	17
Beef rounds, export, 225 sets, per tierce, per set.....	21
Beef middles, 110 sets, per tierce, per set.....	65
Beef bungs, No. 1, 400 pieces, per tierce, per piece.....	32
Beef bungs, No. 2, 400 pieces, per tierce, per piece.....	18 @ 22
Beef weasand, No. 1, per piece.....	16
Beef weasand, No. 2, per piece.....	18
Beef bladders, small, per dozen.....	1.75
Beef bladders, medium, per dozen.....	1.75
Beef bladders, large, per dozen.....	1.75
Hog casings, medium, f. o. s., per lb. f. o. s.....	.90
Hog casings, extra narrow, selected, per lb. f. o. s.....	2.00
Hog middles, with cap, per set.....	.16
Hog middles, without cap, per set.....	.15
Hog bungs, export.....	.21
Hog bungs, large prime.....	.13
Hog bungs, medium.....	.06
Hog bungs, narrow, no demand.....	.02
Hog stomachs, per piece.....	.05

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	14.00
Honeycomb tripe, 200-lb. bbl.....	16.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. bbl.....	15.50
Pork tongues, 200-lb. bbl.....	70.00
Lamb tongues, long cut, 200-lb. bbl.....	45.00
Lamb tongues, short cut, 200-lb. bbl.....	51.00

## CANNED MEATS.

No. 1/2.....	No. 1.....	No. 2.....	No. 6.....
Corned beef.....	2.35	\$ 4.00	\$13.00
Roast beef.....	2.35	4.50	15.00
Roast mutton.....	2.40	4.75	16.50
Sliced dried beef.....	2.00	4.50	16.50
Ox tongue, whole.....	17.50	56.00	
Lunch tongue.....	2.85	4.70	9.50
Canned beef hash.....	1.50	2.75	4.25
Hamburger steaks with onions.....	1.50	2.25	4.25
Vienna style sausage.....	1.15	2.25	4.15
Veal loaf, medium size.....	2.00	....	....
Chili con carne with, or without, beans.....	1.25	....	....
Potted meats.....	.80	....	....

## BARRELED PORK AND BEEF.

Mess pork, regular.....	22.50
Family back pork, 20 to 34 pieces.....	24.00
Family back pork, 35 to 45 pieces.....	24.50
Clear back pork, 40 to 50 pieces.....	22.00
Clear back pork, 50 to 60 pieces.....	21.50
Clear plate pork, 20 to 35 pieces.....	19.25
Clear plate pork, 35 to 45 pieces.....	19.00
Bean pork.....	17.50
Brisket pork.....	18.00
Plate beef.....	17.00

## Retail Section

### CHICAGO CONVENTION SPECIAL.

Retail meat dealers of the Middle West are making big preparations to attend the national convention of the United Master Butchers of America at Pittsburgh, Pa., on August 6-10. It is probable that the attendance will be the largest in many years, as special efforts are being made to get together a big crowd for the convention special which will leave Chicago on Sunday evening, August 5, over the Pennsylvania railroad.

The master butchers have appointed a convention special train committee headed by Charles W. Myers, sales promotion manager of Armour & Company, who is a famous booster for the retailers.

Reservations are coming in at a rate that is highly gratifying, and indications show that even the far western states will send good delegations to the Pittsburgh convention. Already a large number of requests have already been made from Chicago and various points throughout the state, besides Milwaukee, which will send a record-breaking attendance of delegates and visitors to the convention.

Mr. Myers, who has been closely identified with the activities of the United Master Butchers of America in their activities throughout the country, was chosen chairman of the convention special train committee following his selection by the association's national officers, and addressed the regular meeting of the Chicago association last Tuesday at which time the delegates and alternates were elected.

Everyone in the retail and wholesale meat industry and equipment trades are invited to make their reservations immediately, either direct through D. W. Blatchley, division passenger agent, Pennsylvania System, 323 South Wells street, Chicago, Ill., or by writing Mr. Myers, in care Armour & Company, U. S. Yards, Chicago.

Assisting Mr. Myers in the Chicago "On-To-Pittsburgh" Club are some of Chicago's leaders in the retail meat industry, including John T. Russell, Sol Westerfeld, Ed. Levy, C. W. Kaiser and various officers of the local association, Joseph Seng of Milwaukee and John Kotal, national secretary. Various committees have already been formed and appointments will be announced next week. A delightful day of entertainment will be in store for all visitors and delegates who will spend Sunday, August 5, in Chicago.

In a statement by John T. Russell, president of the National Association of Meat Councils, Mr. Myers was appointed to the chairmanship of this year's convention train committee on account of the success which he and his committee achieved last month with the convention specials of the National Association of Retail Grocers, at which time four big special trains pulled out of the Chicago & Northwestern station for St. Paul. Mr. Myers is a member of the Institute of American Meat Packers' committee to confer with retailers, besides holding membership in

various local retail grocer and meat dealer associations throughout the country.

"It is the duty of every wide-awake retail meat dealer to attend the Pittsburgh convention on August 6th to 10th," says Mr. Myers. "The national convention will demonstrate why it is to the advantage of the individual retailer of meats to acquire a complete knowledge of the newest and most efficient business methods. What was up-to-date a year or two ago is now out of date. Retailers who attend will learn what is in store for the wide-awake, progressive business man. It will show them how to make a more satisfactory return upon the investment of their time and money in the business.

"Furthermore, the purpose of the United Master Butchers of America is to stimulate interest in the problems which the retailer has to contend with every day. Through interchange of ideas, application of newer business methods and wider knowledge of what the leaders in the business are doing, the individual retailer equips himself with the fundamentals which materially aid him in bettering himself and his business. These activities are securing the support of all the various wholesale and distributing factors in the business.

Delegations are expected on the special Chicago-Pittsburgh train from the following states: Illinois, Missouri, Iowa, Nebraska, Kansas, Oklahoma, Texas, Colorado, California, Oregon, Washington, Wisconsin and Minnesota. All incoming delegations will be met upon arrival of their trains and escorted to the Hotel Morrison, which will be general headquarters on Sunday, August 5th.

The chairman of the incoming train reception committee is Harry Schloesser; the chairman of the headquarters reception committee will be John T. Russell; the chairman of the luncheon committee will be Ed. Levy; the chairman of the entertainment committee will be Adolph Kaiser. Messrs. John A. Kotal and C. W. Kaiser, national and local secretaries of the United Master Butchers' Association, and Sol Westerfeld, will form the executive committee to assist the general chairman.

### "MEAT FOR HEALTH WEEK" STORY.

(Continued from page 23.)

"There was just one thing that went wrong. Our booklets were tied up in the floods back in Kansas or Oklahoma some place. They reached here Friday, June 29, but were distributed at once, so there was really no damage done."

Activities in other parts of the country have been reported in previous issues of THE NATIONAL PROVISIONER. How the newspapers treated this campaign is indicated by the clippings shown in the illustration on page 22.

### MAYOR BOOSTS MEAT.

The proclamation by Mayor James Rolph of San Francisco was as follows:

"Beginning today and continuing through this week until Saturday, June 30, the producers and sellers of meat over the entire nation are calling upon the people of the United States to eat 'meat for health.' Recognizing very fully the importance of the livestock and meat industry to our country, and particularly the value of this great basic industry to our Western states and to California, I take pleasure in urging the citizens of San Francisco to co-operate in this national movement by giving heed to the lessons to be gained from the efforts of the meat men to enhance the consumption of their products.

"Every meat dealer in this city this week will have the choicest of wares to offer you, and the citizens are urged to join in the spirit of the occasion by making special features of various kinds of meats as some portion of their daily menus.

"The United States Department of Agriculture is co-operating in this most worthy cause, and I would ask that as citizens we also give our fullest co-operation toward making this week the success that the meat dealers anticipate."

### LOCAL AND PERSONAL.

M. Thada will open a meat market at Goodell, Ia.

Jack Clark will open a meat market at Dawson, Nebr.

John Hough is about to open a meat market at Agenda, Kas.

Dick Demorow will open a meat market at Stevensville, Mich.

Morton & Wilson will engage in the meat business at Rainier, Ore.

W. Purchase will engage in the meat business at Green Lake, Mich.

A. R. Lundin has sold his meat business at Orion, Ill., to Adolf Gustafson.

Chas. F. Lange will open a meat market at 501 Failing St., Portland, Ore.

George Webber has purchased the City Meat Market at Fayetteville, Ark.

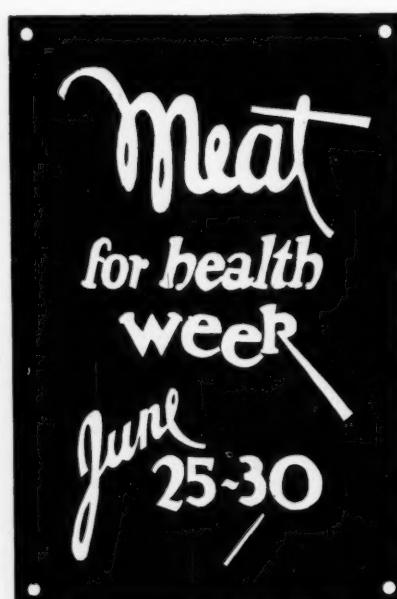
H. L. Budlon will open a new meat market in Birk's grocery at Electra, Tex.

Mike Hohenthaler will build a new meat market on Main St., Parkston, S. D.

Faribault Bros. have purchased the Revier meat market, Faribault, Minn.

N. E. Loomis has purchased the Bert Payne meat market at Brashear, Mo.

George Knox has added a meat department to his store at Garden City, Kas.



A SAN FRANCISCO MEAT POSTER.  
This effect in red on black startled the city.



No. 10 Short Column

## BARNES SHORT COLUMN SCALES FOR REFRIGERATED COUNTERS

The Barnes Short Column is  $2\frac{1}{2}$  inches lower than our Regular, so that when it is set up on a refrigerated counter or any other high counter the reading line will be at the level of the merchant's eye. This does away with the disagreeable feature of having to look up at the chart or standing on a platform to be at the correct height.

**BARNES SCALE CO.**  
Detroit, Michigan

Same QUALITY—Same FEATURES. With electric or reflector attachment.

L. W. Meeks and Henry Harvey have opened a meat market at Gurdon, Ark.

A. D. Porter & Son have purchased the Star Meat Market at Grand Island, Nebr.

Silas Sisson has purchased the meat market of Harry Weddis at Rice Lake, Wis.

Freeman Bros. have purchased the meat business of Bulloch & Tullos at Dermott, Ark.

The meat market of Leonard Jones, Sterling, Ill., was recently damaged by fire.

The meat market of William Sasman, Abrams, Wis., was recently destroyed by fire.

The Nehalem Dressed Meat Co., Veronia, Ore., will open for business in the Allen Bldg.

P. J. Ringler has purchased the Sanitary Market at Great Bend, Kas., from B. F. Dowse.

R. A. and F. R. Shepard will open their new meat market at Porterville, Cal., shortly.

Roy A. Broyles has purchased The Canby Meat Market, Canby, Ore., from W. H. Broyles.

Nels O. Karlson has purchased the Federal Meat Market at 119 So. 14th St. Havrelock, Neb.

Louis Cochran has purchased the meat market of Ben P. Horton & Son at Little Rock, Ark.

R. McCracken and O. Pederson have opened a new meat market at Sylvan Grove, Kas.

John Moroski has purchased the meat market of Ignace Kaczorsky at North Conneaut, Ohio.

John Kovalichick and Henry King will open a meat market in the Fairhurst Bldg., Robins, Ohio.

The Palace Market, 227 Main St., Redwood, Cal., will reopen shortly under new management.

Lee Earl has purchased the meat market and grocery of William V. Marshall at Milford, Ill.

The meat market, located in the I. O. O. F. Hall at Kirkville, Ia., was recently destroyed by fire.

L. L. Porter will open a new meat market at 2322 N. 24th St., Omaha, Neb., in the near future.

The Bluteau Meat and Grocery Co. have incorporated at Madison, Wis., with a capital stock of \$10,000.

Walter Zieske has sold his meat business at 1601 Franklin St., Michigan City, Ind., to Al Noveroske.

Webb Bros. and Alvin Mashburn have purchased the Evans' Grocery and Meat Market at Colton, Cal.

Rasmussen & Wenzel have purchased the meat market of Harold and Jos. Wasmer at Highmore, S. D.

T. H. Buente contemplates building an addition to his meat market at 3815 Vendugo Rd., Los Angeles, Cal.

A fresh and cured meat department will be opened in connection with the Piggly Wiggly store at Murphysboro, Ill.

Arthur Wallace has purchased the meat market of Frank Heath at 221 South Pacific Blvd., Huntington Beach, Cal.

R. W. Hoover and B. F. Stauuer have purchased the Maple Tree Meat Market at McPherson, Kas., from E. W. Keim.

The Standard Market have opened another meat market at Hillside, S. D., which will be known as Standard Market No. 2.

The meat market of John L. Hahn, 630 So. West St. Indianapolis, Ind., was damaged by fire recently to the extent of \$1,000.

The wholesale and retail meat market of Daleshal Bros., Inc., Pasadena, Cal., has recently been incorporated with a capital stock of \$50,000.

A. P. Burke and H. Thompson have purchased the Price Cash Meat Market at Chectotah, Okla. The market will be known as the Burke Quality Market in the future.

The New York City Beef Co. have purchased property at 189-191 First Ave., New York, and are contemplating the establishment of a large East Side market at New York, N. Y.

### TEN COMMANDMENTS OF BUSINESS.

Handle the hardest job first each day. Easy ones are pleasures.

Do not be afraid of criticism—criticise yourself often.

Be glad and rejoice in the other fellow's success—study his methods.

Do not be misled by dislikes. Acid ruins the finest fabrics.

Be enthusiastic—it is contagious.

Do not have the notion that success means simply money-making.

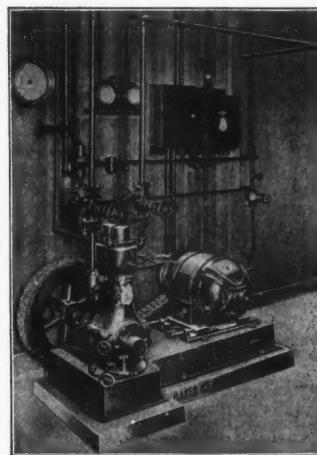
Be fair, and do at least one decent act every day in the year.

Honor the chief. There must be a head to everything.

Have confidence in yourself, and make yourself fit.

Harmonize your work. Let sunshine radiate and penetrate.

## BAKER SYSTEM



### Perfect Refrigeration

That's what you need for the preservation of your meats, butter, fruits, vegetables, etc.

You realize that ice is too expensive—too sloppy, and makes your ice box wet and musty. The uneven temperature results in considerable loss to you through meat trimmings and spoilage.

### Install the Baker System Mechanical Refrigeration

Reliable Temperature  
Cheaper Than Ice  
Easy to Operate  
Lasts a Lifetime

With the Baker System you have absolute control of the desired temperature and can cut out the ice bills. A steady and dependable circulation of cold dry air will reduce your loss through spoilage and trimmings—your box will be dry and sanitary.

*Write for Bulletin No. 42-D*

**Baker Ice Machine Co.**  
Omaha, Neb.

### For Sausage Makers

**BELL'S**

Patent Parchment Lined

**SAUSAGE  
BAGS**

and

**SAUSAGE  
SEASONINGS**

*For Samples and Prices, write*

**THE WM. G. BELL CO.**  
BOSTON MASS.

# New York Section

Mr. and Mrs. A. F. Grimm are taking short trips in their new Haynes car.

E. P. Hinds, head of the transportation department, Armour and Company, Chicago, is in New York.

H. C. Mills, superintendent at the Jersey City plant of Armour and Company, is now in charge of the plant of Joseph Stern & Son, New York.

Mr. and Mrs. Charles Grismer of Brooklyn will leave on Sunday morning for a vacation at Lake Placid. They will not return until after Labor Day.

Dr. A. Lowenstein, vice-president, and J. H. Agnew, head of the construction department, Wilson & Company, Chicago, are visitors to the city this week.

J. F. Diehl, of the New York produce department, Wilson & Company, has just returned to his desk this week after a honeymoon spent in Atlantic City. Mr. Diehl was married on June 30 to a Baltimore girl.

Prices realized on Swift & Company's sales of carcass beef in New York City for the week ending July 7, 1923, on shipments sold out, ranged 11.00 cents to 19.00 cents per pound, and averaged 17.08 cents per pound.

Mrs. George Kramer, president of the Ladies' Auxiliary, United Master Butchers, has a bungalow at Simmons Beach, Far Rockaway. Mrs. K. Papp has a cottage at City Island for the summer, and Mrs. A. Werner, Jr., will leave on July 14 for a three-weeks' vacation at Friends Lake.

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, July 12, 1923, as follows:

### Fresh Beef:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Choice	\$17.00@17.50	\$17.50@18.00	\$19.00@20.00	\$18.50@19.00
Good	16.00@17.00	17.00@17.50	18.00@19.00	17.50@18.50
Medium	15.00@16.00	16.00@17.00	16.50@17.50	15.50@17.00
Common	13.00@14.00	14.00@15.00	15.00@16.00	12.00@14.00

### COWS:

Good	12.50@13.50	14.00@15.00	15.00@16.50	...
Medium	11.00@12.00	13.00@14.00	14.00@15.00	11.00@12.00
Common	9.00@10.00	11.00@13.00	13.00@14.00	10.00@11.00

### BULLS:

Good	...	...	...	...
Medium	...	...	...	...
Common	8.00@ 8.25	...	...	...

### Fresh Veal\*—

Choice	20.00@21.00	...	22.00@24.00	...
Good	18.00@19.00	14.00@16.00	20.00@22.00	19.00@20.00
Medium	16.00@17.00	11.00@12.00	18.00@19.00	17.00@18.00
Common	10.00@14.00	...	16.00@18.00	14.00@16.00

### Fresh Lamb and Mutton:

LAMB:				
Choice	30.00@31.00	31.00@33.00	30.00@31.00	31.00@33.00
Good	27.00@29.00	28.00@30.00	28.00@30.00	29.00@31.00
Medium	24.00@26.00	24.00@26.00	26.00@28.00	26.00@28.00

### YEARLINGS:

Good	...	...	25.00@28.00	23.00@28.00
Medium	...	...	22.00@25.00	20.00@23.00
Common	...	...	...	...

### MUTTON:

Good	15.00@16.00	17.00@18.00	18.00@19.00	17.00@19.00
Medium	12.00@14.00	14.00@16.00	15.00@17.00	15.00@17.00
Common	9.00@11.00	12.00@13.00	12.00@14.00	12.00@14.00

### Fresh Pork Cuts:

LOINS:				
8-10 lb. average	18.00@20.00	19.00@20.00	20.00@22.00	18.00@20.00
10-12 lb. average	16.50@18.00	18.50@19.00	18.00@20.00	17.00@19.00
12-14 lb. average	15.00@16.00	17.00@18.00	17.00@18.00	16.00@18.00
14-16 lb. average	13.00@14.00	15.50@16.50	16.00@17.00	14.00@15.00
16 lb. over	11.00@12.00	14.50@15.50	13.00@17.00	13.00@14.00

### SHOULDERS:

Skinned	9.00@10.00	...	10.50@11.50	10.00@11.00
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### PICNICS:

4-6 lb. average	9.00@ 9.50	11.00@11.50	10.00@11.00	...
6-8 lb. average	8.50@ 9.00	10.00@11.00	...	...

### BUTTS:

Boston style	10.50@11.50	...	12.50@14.00	11.00@13.00
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\*Veal prices include "hide on" at Chicago and New York.

The following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending July 7, 1923: Meat—Manhattan, 132 lbs.; Brooklyn, 33 lbs.; Queens, 222 lbs.; total, 387 lbs. Fish—Manhattan, 1,119 $\frac{1}{4}$  lbs.; Brooklyn, 1,397 lbs.; Queens, 3 lbs.; total, 2,519 $\frac{1}{4}$  lbs. Poultry and Game—Manhattan, 341 lbs.

Washington Heights Branch, United Master Butchers of America, had a fair attendance at their meeting on Monday evening. Reports of the delegates to the state convention were read and provisions were made to take care of the two delegates elected to the national convention from this branch. The hall committee for the annual ball was appointed. The next meeting of the Branch will be in August, as it has been decided to hold only one meeting a month during July and August.

W. H. Noyes, chairman of the Manhattan Sanitary Inspection Association, and a member of the executive committee of the Meat Council of New York, has gone to his summer home at Chatham, Mass., on Cape Cod, to enjoy a respite from his many activities. As member of the New York-New Jersey Interstate Bridge and Tunnel Commission and the Delaware Joint Bridge Commission he has been active in pushing work on the new vehicular tunnel under the Hudson river and the big bridge over the Delaware between Philadelphia and Camden, and is now engaged on plans for a tunnel between Perth Amboy, N. J., and Tottenville, Staten Island.

Despite all her protestations of an in-

tention to be good and go right to the Coast without a thought of business, Mrs. Moe Loeb became so homesick when she reached Portland that Papa Loeb had to pack his grip, board a train, and meet her in that city. From there, with the other members of the party, they will continue to the Coast. In the meantime Mr. Al Loeb is in charge, and has progressed so far in learning the business that he can clean a chicken without cutting his hands, and knows the difference between a lamb and a pork chop. He has evidently inherited his mother's faculty for business, as he is in the market from seven in the morning until six at night, and then practices two hours on the violin in order to become proficient for concert work.

## BETTER LAMBS AT JERSEY CITY.

Recent price advances on the Jersey City lamb market are attributed to a marked improvement in the quality of receipts, according to the United States Department of Agriculture. The condition follows a price decline ranging from \$1.50 to \$3 during the latter part of June, when the market receipts included a large proportion of inferior and "bucky" lambs.

Docked wether and ewe lambs in good flesh condition are always in demand at the Jersey City market and command a premium over "bucky" lambs which comprise a large percentage of the market receipts at this season, the department marketing specialists state.

Recently two loads of choice wether and ewe lambs from Kentucky were received at the market and were quickly bid in at \$16.50 per 100 pounds or \$1.50 over the top price for mixed undocked buck and ewe lambs on sale that day. The purchasers said that there was a better chance of realizing a profit from these lambs at \$16.50 than there was from the "bucky" lambs of equal weight which were bought for \$14.75.

This was made possible by the higher yield and higher value of the dressed product from the choice lambs over that of the cheaper lambs. The risk of loss is also much greater in selling a low grade product, as buyers handling it must protect themselves by lowering the buying price and thereby increasing their margin. The choice lambs in the instance given dressed out 50.7 per cent, and on the basis of current wholesale prices the carcass would sell for about 31 cents, whereas the \$14.75 lambs dressing 49.5 per cent had a carcass value of only 26 cents per pound.

"Bucky" lambs yield a carcass which is very undesirable from the standpoint of the discriminating consumer, who is more particular about quality than price. The "bucky" lambs yield a low grade carcass which can be sold only to consumers who consider price before quality. When such lambs are in large supply they can only be moved at price concessions which result in sharp declines in the live lamb market.

To prevent abnormal price declines the Department of Agriculture has been cautioning shippers to use greater care in selecting lambs for market and to hold back immature and unfinished lambs for further development. Shippers who have docked wether and ewe lambs that are in good condition may reasonably expect top prices if their shipments are uniform in quality, the Department says.

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